

Commerce

SOUTHERN TEXTILE BULLETIN

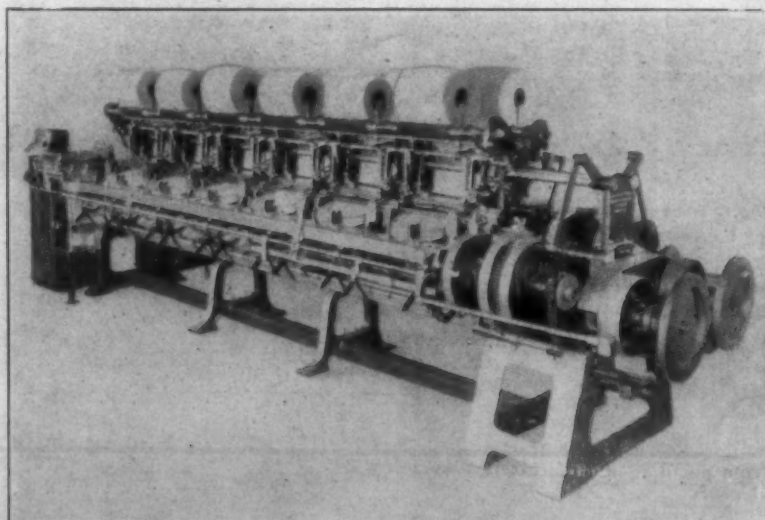
VOL. XXV. 24

CHARLOTTE, N. C., THURSDAY, MAY 31, 1923.

NUMBER 14

JOHN HETHERINGTON & SONS
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—and these Stars
have a meaning

They signify the different grades in which Thin Boiling Eagle Starch is offered to the textile industry.

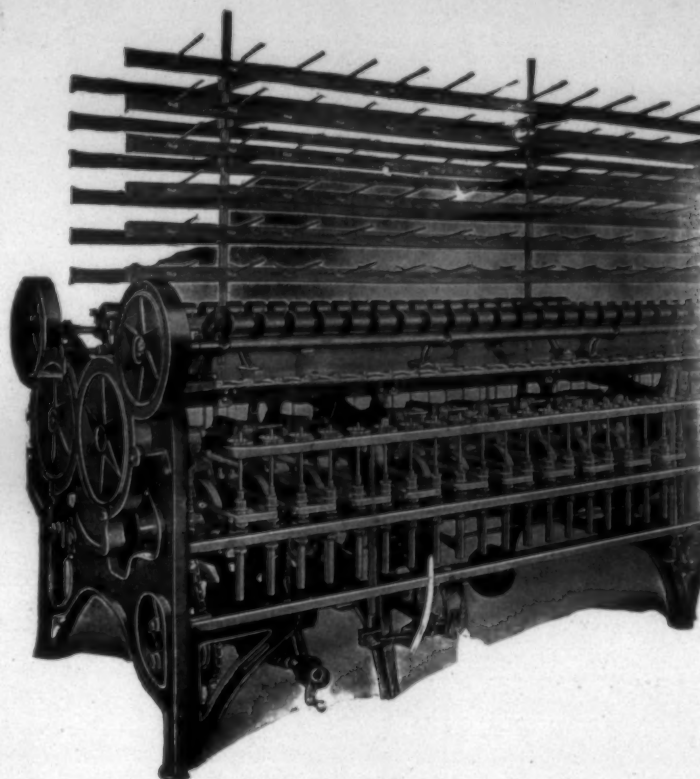
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CORN PRODUCTS REFINING CO.
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Starch



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Produce more even yarn

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COLLINS BROTHERS MACHINE COMPANY, Pawtucket, R. I.

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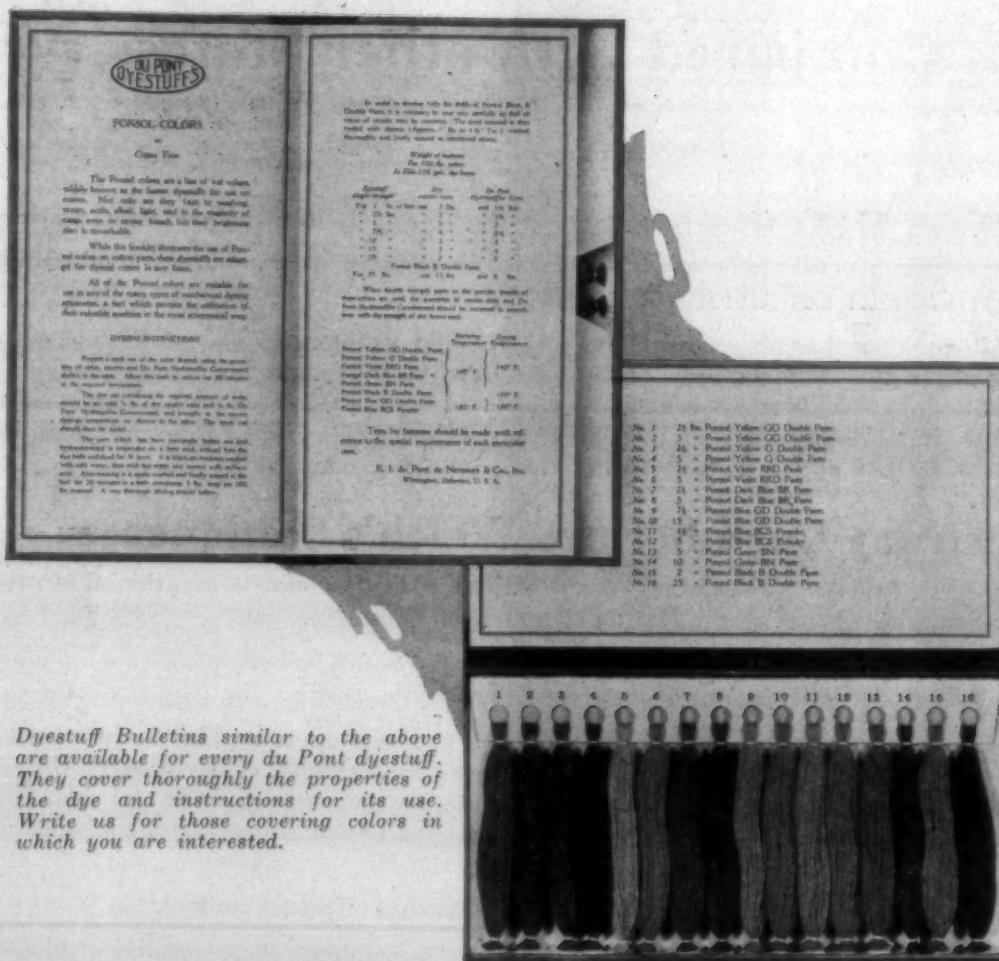
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(INCORPORATED)

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STANDARD

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UNIFORM

Alabama Offers Health, Happiness and Prosperity

Alabama's Death Rate is Low

In 1921—9.8%

In 1922—11.1%

(Official State Records)

—As Compared with other States:

Connecticut	13.6%	New Hampshire	15.2%
Maine	15.4%	Rhode Island	14.3%
Massachusetts	13.8%	Vermont	15.8%

(Government Census Figures, 1920)

DR. S. W. WELCH, Alabama State Health Officer, in a recent communication to Dr. D. B. Armstrong, made the following statements relative health conditions in Alabama:

"Alabama now has no serious malaria or typhoid problems. The state is practically free from deadly respiratory diseases, such as pneumonia and pulmonary tuberculosis; goitre is practically unknown; four times as many children per 100,000 population, die of scarlet fever in New York and Massachusetts as in Alabama. Twice as many die of tuberculosis in these states yearly, per 100,000 population, as in Alabama."

Armstrong Corroborates Welch's Statement—

Dr. D. B. Armstrong, Secretary of the National Health Council, in a denial of press reports of his recent address before the Boston Chamber of Commerce, said:

"I am fully aware of the health progress that the South has made, and am among those who believe that this constitutes one of its greatest economic assets.

"Under the leadership of such State health commissioners as Hayne, of South Carolina; Dowling, of Louisiana; Rankin, of North Carolina; McCormack, of Kentucky; Crittenden, of Tennessee; Leathers, of Mississippi; Harrison, of Arkansas and WELCH, of ALABAMA, accomplishments in the field of disease prevention have been nationally conspicuous. These include:

"The bringing of the hookworm under gradual but effectual control.

"The certain early relegation of malaria to the problems of accomplished history.

"The vigorous attack upon the tuberculosis problem; the questions of infant welfare, etc.

"Remarkable provision in many neighborhoods for the welfare and health of industrial workers."

MAKE IT IN HEALTHFUL ALABAMA

Alabama Power Company

Birmingham, Alabama

SOUTHERN TEXTILE BULLETIN

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CHARLOTTE, N. C., THURSDAY, MAY 31, 1923.

NUMBER 14

Squandering Good Will Abroad

(Julius Klein, Director, Bureau of Foreign and Domestic Commerce.)

An old abuse, so costly in the past to American prestige abroad, is again creeping into our export trade. Under the allurements of domestic boom conditions many of our manufacturers are showing increasing apathy to the legitimate requests and orders of foreign contacts under whose patronage they so carefully solicited during the past few years. The sound policy of definite allotments for export is being ignored in far too many cases. Unless this disloyalty to firmly established foreign contacts is promptly overcome, American commercial prestige and good will abroad is likely to suffer serious damage.

A group of strong British firms—the representatives of a number of prominent American manufacturing exporters—have just advised the American commercial attache in London that they are “through for all time with the unreliability of American business executives—thoroughly sick and tired of the foreign trade ‘flirtations’ of their American connections whose export interest shifts with every vibration of domestic demands.” For years before the war the serious intentions of American exporters had been questioned, and there had been allegations concerning “poor packing,” “short-sighted credit policies,” and “linguistic shortcomings,” but the strong efforts made in foreign markets since 1914 seemed to remove any doubts as to the permanence of America’s intentions. Now, however, the accumulated assets of good will and experience are, in a number of important cases, likely to be thrown away overnight and squandered by a reversion to those haphazard, spasmodic policies—or utter lack of policies—which has been the most serious handicap to our commercial progress abroad before the war.

This is a serious indictment. And yet it seems to be getting uncomfortably close to the truth. Good will, that most precious of business assets, is certainly being wasted when two leading American manufacturers, who for years had been building up their trade in a foreign market, curtly brushed aside a six-figure order in that market because they are “too busy with domestic demands,” when a prominent spe-

cialties firm suddenly wipes out its export department, with the blunt explanation to loyal foreign connections, who had labored for years to build up a reputation for its product, that “home markets are once more sufficient to take care of our entire output.”

If the offending firms were the only ones to suffer from such ruthless violations of the first principles of commercial loyalty, the situation would be of no concern to anyone save themselves. Unfortunately, however, every exhibition of such unethical practices is announced far and wide, with ample embellishments, by corps of ever-ready critics and rivals of the United States. The result is a serious blow to the basic integrity and good faith of the whole American business community in the given foreign market.

Permanent Foreign Outlets Must Be Maintained.

If the United States is to level out the valleys of periodic depression in the curve of its business cycles and is to keep its factories and farms steadily and fully occupied, the maintenance of permanent foreign outlets must be assured regardless of fluctuations in domestic market conditions. It does not improve the standing of America’s business abroad to have the first sign of better domestic trade bring about the immediate abandonment of all interest in those foreign contacts which had been hailed with such joy and solicitous regard during the dark days of 1921.

The bitter enmity engendered among foreign customers by such rough-shod impertinence survives abroad long after the episode is forgotten here. As an example there is the case of our textile exports to a certain Latin-American market, which were inaugurated on a large scale during the domestic depression of 1907. Then came the revival of home demand, and the foreign buyers were promptly ignored. It took ten years of hard work by our textile exporters, aided, of course, by the war situation, to overcome the effects of that affront. And unless we observe the elements of common courtesy and foresight during the present period of tempting domestic demand, a similar reaction may be expected.

There are other aspects of this problem of due consideration and support for foreign business relations. For example, a feeling of

hopelessness and resentment is frequently created in the overseas agent by the adoption in the home office of absolutely inflexible policies regarding credits, terms of sale, prices, and the disposal of stocks on hand. Such rigid requirements prevent the foreign representative from adjusting his attitude to meet changing local conditions. In this connection the case may be cited of one American company which finds itself obliged to pay many thousands of dollars in additional customs duties because it refused to relax its stock movement policy and to rush through certain emergency shipments to anticipate an increase in tariffs in a foreign country. The company’s foreign agent had the American commercial attache supplement his plea for help, but their joint efforts fell on deaf ears and the company is now paying for its rigid “consistency.”

Representative’s Advice on Credits Should Be Heeded.

A vital phase of this general question is that of recommendations with regard to extending credits. One of the important advantages of having a representative abroad, especially a man who has been trained in the home organization, is the facility with which he can investigate the business reputation and paying ability of prospective clients. When such a representative recommends the extension of credit, the home office should be prepared to act, within reasonable limits; unwillingness to do so may mean the loss of much of the business that would otherwise be obtained. On the other hand, if the foreign representative is of sufficient experience and acumen, his advice to restrict or withhold credit may save his principal heavy losses and expensive law suits.

Cases regarding credit policies often involve the most delicate relations between the foreign representative and the home office, for, while business is booming and credits are being extended freely by competitors to the same persons who desire to place orders in America, it is hard for the representative in the field to insist that the firm shall forego what seems like the prospect of large profits. Both the credit man and the manufacturing department of the home organization may oppose his advice. It may be difficult to arrive at a compromise. Yet the desirability of following such advice is strikingly il-

lustrated by certain experiences that preceded and attended the collapse of the post-war boom. The shrewdest of the men in the field saw the crash coming (on the average) two months or more before the executives at home were aware of its imminence. Where the former commanded the confidence of their principals and “stood by their guns,” they saved American firms tens of thousands of dollars. In cases where they were over-ruled, the home managements now realize, more keenly than ever before, the necessity of keeping in close touch with the men who represent them abroad and of giving special consideration to their warnings of impending danger.

Faith in Judgment of Foreign Representative Essential.

Compliance by the home office with recommendations by the foreign representatives is often a means of avoiding serious legal losses. Legal action by Americans in a foreign country is something to be shunned, because the procedure is unfamiliar, the local courts may be influenced by considerations other than those of strict justice, and public sympathy is almost invariably alienated, even though the foreigner may be technically in the right.

Executives in the United States should be willing to believe that their foreign representative is more familiar than they are with problems in his special field. Yet they frequently fail to manifest any such faith in his judgment. One may cite the example of the American manufacturing company which was about to give an exclusive agency for a certain European country to a firm that already represented two rival concerns whose products it preferred to sell.

The company insisted on concluding these arrangements despite the protests of its general representation for this region of the continent. On his own responsibility and almost at the risk of losing his position the general representative succeeded in modifying the terms of the contract so that the American company may have a “loophole” enabling it to withdraw from the arrangement in the event that it proves unsatisfactory, as both the representative and the American commercial attache are convinced that it will.

It is unwise and unjust for the
(Continued on Page 9.)

Overseer to Superintendent

Written exclusively for Southern Textile Bulletin by "Old Fixer", a man who has had long & varied experience in this work

Defects in Boilers Cause Waste of Fuel.

The efficiency engineer who had been employed by our superintendent to instruct the boiler room force in methods which would increase the efficiency of the plant next devoted his attention to the list of general defects commonly found in engine and fire rooms of a textile mill. We were required to crawl inside of the boilers through the manholes for the purpose of examining the plates and tubes, and also through the space back of the bridgewalls. It was while we were inspecting in one of the latter places that we were astonished to find a condition in the plates similar to that shown at C in the drawing. Bagging, buckling and bulging of boiler plates are not uncommon in any plant. But none of us had supposed that a condition like that shown in the drawing existed in any of the boilers. One or more boiler plates can bulge outward a considerable distance without fracture, as is well known. Still it is not an element of perfect safety to operate a boiler thus affected. The expert used the defect in this boiler as an example of what usually happens when the impact of the flame from the furnace contacts with the plate in such manner as to cause overheating. In this particular case the buckling was caused by unequal expansion of the laminate of the plates. This was assisted by the fact that there were not enough stays provided by the designers of the boiler. The stays were spaced too far apart to be an important factor in sustaining the plates in place under the strain of the buckling. We supposed that the expert would order the boiler shut down while new plates were put in to replace the disrupted ones.

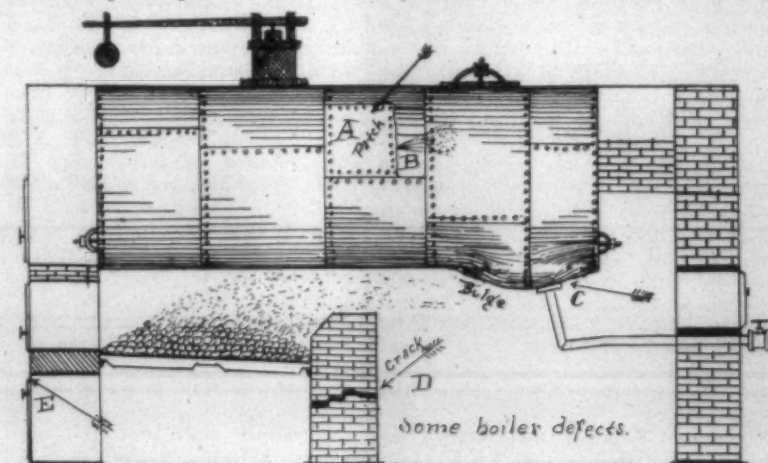
Instead of that he instructed us to keep a careful watch on the bulge. Four additional stay bolts were put in, the surfaces of the plates were cleaned and nothing more was done at the time, although it was recommended that at the first sign of weakness the plates at that point should be cut out and new ones put in.

Loose Rivets Cut Out and New Ones Driven.

Further surprise awaited the boiler room gang when a number of loose rivets was pointed out in two of the boilers that we had always considered in perfect order. These loose rivets were discovered in plates subjected to the action of the fire, and were the result of overheating. In one case the plates were pretty badly burned and scorched due to sediment which had formed a crust from the oily matter of the feed water. In chipping off this scale it was noticed that some of the rivets were loose. By hard driving the rivet heads it was possible to cause the rivets to expand and tighten temporarily. When we undertook to do this, the engineering expert stopped us and directed

that the old rivets be cut out and entirely new ones substituted.

He also had hard patches put on wherever there was a blister in the plates, one of which is shown at A. After the machinists had riveted this patch in place a leak sprung at B which was at first caulked, but later on was more permanently fixed by the use of additional rivets. Blisters are often due to imperfect welding in the making of the plates and not to any improper management in the boiler room. If a blistered plate is not badly affected, it can be trimmed off and continued in use. But if the blistering is thick and covers considerable area, it should be cut out and a patch put in. Sometimes



a blistered plate is found to be cracked beneath the blistering. Then the entire plate should come out so that a new and solid one may be put in.

Cracks in Plates.

While bulging in boiler plates may be traced to a lack of staying, cracks may be due to overstaying. If the stay bolts are placed so as to make them too rigid, an equal expansion and contraction of the metal is hindered and a fracture may result. One of our boilers was found to be operating with cracks in some of its plates. An investigation demonstrated that the stay bolts were correctly placed and that other mechanical conditions of the boiler were right. It was decided that the fractures were due to cold water impinging on the plates, therefore chilling the iron, which, later on becoming heated, produced a short temper that caused a fracture. The affected plates had to be removed and fresh ones substituted. There were also the usual seam leaks to be attended to, for new boiler plants can be carefully inspected without the discovery of at least one or two leaks of this nature. Seam leaks, like many other boiler imperfections of this kind, may be traced to the results of overheating of the plates. Often the little leaks are of such miniature character that they do not amount to much individually. But when a number of the little leaks occur, the total loss in heat amounts

to an important item of expense in maintaining the steam pressure required.

Not only small cracks in plates, tubes and pipe connections total a loss which would surprise the management if it knew, but there are often cracks in the masonry of the boiler that cause waste of fuel from air leaking into the flues, as the draught is more or less vitiated by it. No engineer would permit such a condition to exist. Yet an inspection of the bridge wall of one of our boilers revealed a crack in the bricks as shown at D.

An opening in the fall at this point is not so serious as one in the rear wall where cold air can penetrate. But a crack should not

But the new door fitted snugly and leakage of cold air into the ash pit and resulting waste of fuel ceased.

Textile Exports Decline as Compared With 1922.

Washington. — Total textile exports in April declined sharply, as compared with April, 1922, according to figures available at the Department of Commerce, the comparison being \$57,257,479 and \$72,376,423. Exports for the 10 months of the fiscal year, however, are \$140,000,000 ahead of the same period last year, the figures being \$772,103,343 and \$630,195,285.

Much of the decline in April was due to a decrease in exports of raw cotton, which were 259,984 bales, valued at \$39,664,234, compared with 598,209 bales, valued at \$55,898,116, in April, 1922.

The total value of cotton manufactures exported last month was \$12,842,156, compared with \$11,364,375 in April, 1922; but this increase was on account of higher prices, and not in volume, as the latter decreased.

Cotton Cloth Exports.

Cotton cloth exports aggregated 44,741,430 square yards valued at \$7,820,030, compared with 51,642,030 square yards, valued at \$7,247,136 in April, 1922. Last month's cloth exports included 752,931 square yards of duck valued at \$309,810, compared with 913,882 square yards, valued at \$376,450 in the same month last year.

April exports of cotton cloth also bleached goods, compared with 17,883,444 square yards in April, 1922; 6,466,130 square yards of bleached, compared with 7,683,683 square yards; 10,706,685 square yards of printed, compared with 10,015,490 square yards; 11,024,768 square yards of piece dye compared with 8,080,295 square yards, and 6,584,528 square yards of yarn or stock dyed, compared with 7,063,236 square yards.

Hosiery Exports Increase.

Exports of cotton hosiery increased, being 527,103 dozen pairs, compared with 416,706 dozen pairs.

Wool manufactures exported in April were valued at \$655,459, compared with \$447,647 in April, 1922.

Exports of artificial silk hosiery last month aggregated 111,529 dozen pairs, compared with 99,589 dozen pairs in the same month last year.

New Du Pont Dye.

Wilmington, Del. — E. I. du Pont de Nemours & Co. announces the development of a direct black color known as Half-wool Black B, which has been especially prepared for dyeing half wool. It is stated to give exceptionally rich full shades and dyes cotton and wool uniformly to the same depth and shade. It also has good covering power which makes it an economical color to use for this purpose.

When an Iron Door is Warped Fuel is Wasted.

One of the iron doors to the ash pit of one of the boilers had been in a warped state for a long time. In order to make it close as flush as possible, the fireman was accustomed to brace it from the outside with an iron bar. But this did not completely close the door against the flange of the frame and a stream of cold air was allowed to enter the space below the grate bars through the opening at E. No one ever thought of having the door correctly adjusted. Nor could it be straightened very well, for it was cast iron and of course cast iron cannot be hammered into shape without danger of cracking the metal.

A new door was ordered from the builders of the boiler, although the shop was far away and express charges were quite an item.



The En Bees introduce
THE NEW BRUNSWICK CHEMICAL COMPANY'S
trade mark and BRUNZOL PRODUCTS

— 8 —
QUALITY means results
RESULTS mean business
BUSINESS means profits
— 8 —

Starch assistants, Softeners, Waxes, Soluble Oils,
Waterproofing compound, Glycerine substitute,
Gum substitute
— 8 —

THE NEW BRUNSWICK CHEMICAL COMPANY
REPRESENTATIVES AT BOSTON - PROVIDENCE - CHATTANOOGA - ATLANTA - NEWARK, N.J.

Loom Shuttle.

Stanley, Krawczyk and Adolf Konig, of Plainfield, N. J., have invented certain new and useful improvements in loom shuttles, of which the following is a specification.

The present invention relates to improvements in loom shuttles, and has for its main object to provide a shuttle with a simple and inexpensive means which prevents longitudinal motion of the cop on the shuttle spindle when the latter is in its operative position, but permits of such movement when the said spindle is in its open or raised position.

Another object of the invention is to so construct and arrange the means which prevents the cop from longitudinal movement on the spindle that the same does not interfere with the proper operation of the shuttle.

A further object of the invention is to make the shuttle spindle expandable and to mount thereon a mechanism which will increase its size when the said spindle is shifted from its raised position into the shuttle, its size being automatically reduced when moved to raised position.

A still further object of the invention is to so construct the means which prevents the cop from longitudinal movement on the spindle that it may be conveniently mounted on already existing structures, without necessitating material changes in the construction of the latter.

Another object of the invention is to provide a shuttle of the type mentioned which is capable of manufacture on a commercial scale, or in other words one which is not so difficult to make as to be beyond the reasonable cost of such a contrivance.

With these and other objects in view, which will more fully appear as the nature of the invention is better understood, the same consists in the combination, arrangement and construction of parts herein-after described, pointed out in the appended claims and illustrated in the accompanying drawings, it being understood that many changes may be made in the size and proportion of the several parts and details of construction within the scope of the appended claims, without departing from the spirit or sacrificing any of the advantages of the invention.

One of the many possible embodiments of the invention is illustrated in the accompanying drawings, in which:

Figure 1 is a side elevation, partly in section, of a shuttle constructed in accordance with the present invention; Fig. 2 is a section taken on line 2-2 of Fig. 1; Fig. 3 is a view similar to the one shown in Fig. 1 of the drawings with the elements in other positions; and Fig. 4 is a section taken on line 4-4 of Fig. 3.

In the drawings, the numeral 10 indicates a shuttle body of any suitable configuration and type. This body is provided with a longitudinal opening 11, receiving the cop 12, shown in dotted lines in Figs. 3 and 4 of the drawings, said cop being wound upon a cop tube 13, the latter being drawn over the spindle

14. The spindle is pivoted at 15 to the shuttle body and with the same co-operates a spring 16, to hold it in both its normal and raised positions, shown in Figs. 1 and 3, respectively, of the drawings. The pivoted end 17 of the spindle is enlarged, as clearly shown in the drawings, and provided in its underface with a notch 18, adapted to receive a transverse pin 19 on the shuttle body, said pin extending in parallel relation to the pivot pin 15. The notch and pin 19 determine the depressed position of the spindle, the raised position thereof being determined by a stop 20 on the shuttle body, against which the enlarged end 17 of the spindle is adapted to abut, as shown in Fig. 3 of the drawings. The construction of the elements thus far described is of the usual

The outer face of the spindle 14 is provided with teeth 23, for engagement with the inner face of the cop tube 13.

The operation of this device is as follows: When the elements are in the positions shown in Figs. 3 and 4 of the drawings, that is to say when the spindle is swung around its pivot 15 so as to be disposed outside of the opening 11, the pin 29 is disengaged from the abutment 21, the result being that the spindle assumes its normal size. The operator draws then the cop over the spindle, bringing the cop tube against the enlarged portion 17 of the said spindle. When now the spindle, with the cop thereon, is depressed, that is to say is swung around its pivot pin 15 into the opening 11 in the shuttle body, the

The device herein described has a number of advantages over the old constructions. In the devices heretofore used considerable time is wasted in placing the cops into the shuttles and besides that the operation requires quite some strength on the part of the operator. No matter how tight the cops are put on and no matter how careful the operator is in doing this work, the cops shift on the spindles, the result being that the filling or yarn is apt to break. This not only means loss of time, stopping of the loom, etc., but also a waste of the filling or yarn. Inasmuch as in the constructions heretofore used, the cop must be forced onto the spindle, the latter is often bent and the shuttle body split. With the device herein described these troubles are all overcome. Moreover, such cops, in which the thread or yarn is too loosely wound upon the cop tubes, are adapted for use, because the cop is expanded when the spindle size is enlarged. In the constructions heretofore in use this is not the case. As a matter of fact, through the squeezing and twisting, to which the cop is subjected in putting the same on the spindle, the thread or yarn is even more loosened up, so that, when the shuttle is put in motion, the entire cop comes off at once, resulting in waste of material and time.

It is to be observed that the lever 30 and pin 29, in co-operation with the abutment 21, act as a brake for the spring 16. When, therefore, the spindle is shifted from its raised position into the shuttle body, the spindle has no tendency to bend the pin 19 and possibly splits the shuttle body.

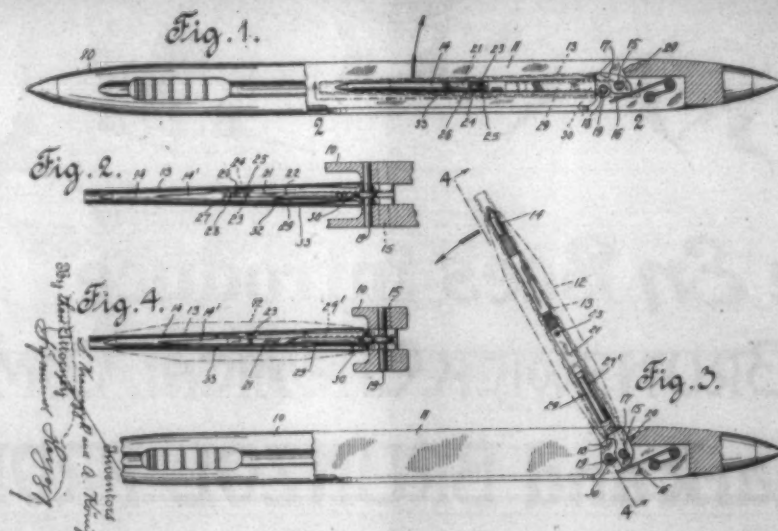
Chinese Cotton Plants Curtail Production 50 Per Cent.

On account of the declining state of trade the cotton mill owners of Tientsin, in February of this year, approached the Chinese Government and endeavored to secure some sort of tariff protection for this industry. Since that time, however, things have gone from bad to worse and now the Chinese Cotton Mill Owners Association has arrived at a decision to make drastic reductions in the working hours of employees.

Recently a meeting was held and it was decided that all mills which were affiliated with the association should immediately abolish night work or, where this action would interfere materially with the smooth running of the mills, to reduce, by 50 per cent, the number of spindles actively employed.

The opinion is current that the majority will prefer the 50 per cent reductions of spindles, but those who do not accept these rulings will have to confine their operations within a 12-hour day. That these arrangements will be adhered to will be ensured by periodical visits by the inspectors of the association.

Eleven of the Shanghai mills have already stopped work and as the Government collects large sums in taxes on these mills, this deficit in revenue is causing some considerable alarm.—Daily News Record.



type and their functions and operations are well known.

Through the spindle 14 extends a longitudinal slot 14' which makes the spindle expandable. In the said slot is disposed an abutment 21, having a wedge-shaped end 22 facing the pivot pin 15. This abutment is made in the form of a preferably, metallic strip, held in position on the spindle by a screw 23, which extends through a slot 24 in the spindle, the slot 24 extending in a plane at right angles to that of the slot 14'. The slot 24 permits of an adjustment of the abutment on the spindle, for a purpose hereinafter to be described. The head 25 of the said screw is disposed within a recess 26 in the spindle, so as not to interfere with the mounting of the cop thereon. To hold the abutment fixed in position upon the spindle, the same is provided with serrations 27, co-operating with serrations 28 on the spindle. With the said abutment co-operates a pin 29, that is longitudinally movable within a bore 29' in the slot 14', it being pivotally connected to a lever 30, which extends partly into the slot 14' and bore 29'. This lever is mounted on the pin 19 above referred to. The pin 29 and abutment 21 are wholly disposed within the spindle, the free end of the pin 29 being wedge-shaped, as shown at 32, said wedge-shaped end being adapted to ride over the wedge-shaped end 22 of the abutment. As appears from the drawings the pin 19 is disposed below the pivot pin 15 between the latter and the abutment 21.

lever 30 swings in the same direction on the pin 19, with the result that the pin 29 is caused to move toward the abutment 21, riding over the wedge-shaped end 22 of the latter and thus expanding the spindle. The result of this expansion is that the cop is firmly held in position upon the spindle both against turning and longitudinal movements. The amount of expansion of the spindle is determined by the position of the abutment in relation to the pin 29. When the spindle is raised, the pin 29 automatically recedes from the abutment, whereby the size of the spindle is reduced, thus permitting of a convenient removing of the empty cop tube therefrom. The size of the cop tube is, obviously, such that it may be easily drawn over the spindle, when the latter is in its raised position.

Attention is called to the fact that, inasmuch as the abutment may be adjusted in relation to the pin 29, the shuttle is adapted for use in connection with different sizes of cops. It is to be noted that the cop tube abuts against the enlarged portion 17 of the spindle. For this reason the thread or yarn cannot, in the operation of the shuttle, come between the cop tube and the said enlarged spindle portion, there is no possibility thus of the thread or yarn being torn, as in the constructions heretofore in use, in which the spindle usually has to be made larger than the bore of the cop tube in order to hold the cop in position, and consequently the cop tube cannot be brought into abutment with the enlarged portion of the spindle.

Squandering Good Will Abroad.

(Continued from Page 5)

home office to "cut the ground from under" the foreign representative by precipitate and independent action. A firm making office equipment sent a representative to Great Britain to investigate the possibilities of the market and to negotiate with local houses regarding permanent handling of the lines. Various encouraging reports as to the sales outlook were sent to the home office, together with suggestions as to policy, and, in due course, recommendations were made concerning prospective agents. Meanwhile, the exports manager at home, over-eager to get results, began to carry on certain direct negotiations by mail, and, shortly thereafter, committed himself to an agency representation of an undesirable kind, without any reference whatever to the advice that could have been obtained from the man on the spot. That such inconsiderate haste is as injurious as it is short-sighted goes without saying.

Foreign representatives of even the most progressive firms often voice the complaint that they are accused by the home office of "ceasing to be good Americans" whenever they express some appreciation of the foreign buyer's point of view or because they find it necessary to advocate doing business in the customer's way in order to get the trade and keep a satisfied client. It seems to be a deplorable fact that distance and time tend to place even the best of representatives under a growing cloud of suspicion in many home offices. This is a condition that should not be permitted to exist.

Adherence to Prices Quoted By Representatives.

One grave fault is the failure of the home office to abide by prices at which representatives take orders. A large American house which recently entered a European market sent its agent a price list covering standard lines, on the basis of which he was to solicit orders. Accompanying the price list was the that the quotations would hold for a specified length of time. Within two days the agent cabled an order of substantial size, for prompt shipment. By return cable he received a prompt refusal by his company to accept the order except at a price advance of 7 1/2 per cent. The excuse was that raw materials had gone up in the meantime, though it is reasonable to suppose that the firm had the goods on hand (or at least the raw materials to make the goods) when the original prices were quoted.

This illustrates a general weakness on the part of the export and sales manager at home. Such action antagonizes potential customers and weakens the position of the foreign representative by discrediting him in the eyes of those from whom he must secure business.

Co-operation With Field Force—Psychological Factors.

It is a mistake to think that, when once a first-class sales force has been put in the field, the salesman is entirely responsible for the development of a good foreign trade. The field force should be

accorded information, co-operation, and guidance by the management, though, as already indicated, such guidance should not take the form of arbitrary rulings, officious meddling, or the over-riding of sound recommendations.

The home management must also keep in mind the psychology or its foreign sales force to a greater extent than is necessary in the case of domestic salesmen. It must be remembered that the foreign salesman is alone on the job, and the farther away he is the more lonely he is. The home office should not complain about his minor mistakes and should resolve every doubt in his favor as long as possible. Moreover, the executives in this country should not reserve all their politeness for correspondence with customers. The salesman in the field gets just as much encouragement from the human touch in a letter or a postscript, and he is often in greater need of it than most other persons.

The home office should aid the foreign representative by bringing about a certain degree of intimacy and personal regard in its relations with the customers. A closing sentence such as "We want to thank you on behalf of our firm for the courtesies that you were kind enough to extend to our Mr. White on his recent visit to your city," or "We wish to extend to you and your good family our cordial Christmas greetings and best wishes for the New Year," will be an important factor in the creation of good will.

Tendency to Change Agencies Unjustifiably.

Executives in the United States are sometimes inclined to change agencies on slight provocation when actual conditions in the foreign field do not justify such action at all. A middle western firm was about to take away an agency from a man in a European country and before proceeding to this extreme asked the American commercial attache to make recommendations. The latter investigated the case and found that the agent was selling in the face of strong foreign competition which was apparently delivering a product of equal quality at a much lower price. This agent had many times refused other representations that offered better inducements because he believed in the quality of the American output and in his ability to win out in the long run.

The attache pointed out some of these facts to the American company, along with the additional consideration that this company had not reduced its prices since the high tide of prices in 1919 and 1920, while competitors had made reductions of as much as 40 per cent. As a result, the company has retained the agent, giving him greater encouragement, and he is now selling more American goods than ever before and prospects are excellent for the continuance and upbuilding of this business. Yet, before the American company was brought to a realization of the true state of affairs, it had gone so far as to offer its representation to another man, whose facilities were incom-

(Continued on Page 27)



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Proposed Standard Textile Tests.

Washington, May 25.—Tentative standard textile test methods, largely designed at the Textile Division of the Bureau of Standards, have been adopted by the Federal Specifications Board and sent to the trade for criticism before being finally adopted. It is said that the standards for color tests will probably receive especial study. F. R. McGowan, chief of the Textile Division of the Bureau, is chairman of the textile sub-committee of the Specifications Board, which passed on the tentative standards.

The tentative standard textile test methods follow:

Tests may be made under prevailing atmospheric conditions, except in the settlement of disputes where moisture is an influencing factor in tests for breaking strength, thread count, weight, width, length, shrinkage, impregnation, etc. Such tests shall then be made upon material having normal moisture content, obtained by exposure for at least four hours to an atmospheric condition of 65 per cent relative humidity at 70 degrees Fahrenheit.

A high relative humidity will increase all weight results, and in breaking strength results will show an increase for vegetable fibers and a decrease for animal fibers. The manufacturer should note the humidity on a sling psychrometer at the time tests are made to establish whether his material conforms to these specifications and take into consideration the above facts.

Breaking Strength, Grab Method (1x1x3 Inches).**Preparation of Test Methods.**

Six test specimens six inches long by four inches wide shall be cut, and three in the direction of warp and three in the direction of the filling, respectively. Care shall be taken that no two test specimens include the same threads, except for re-test as specified below. No sample for testing should be taken at less than eight inches from either selvage.

The machine used shall be of the inclination balance type. The maximum capacity of the machine shall be — pounds. The lower or pulling jaw shall travel at a uniform rate of 12 inches per minute under no load. The distance between jaws shall be three inches at start of test. The inside or back half of each jaw shall be two inches or more in width, the other half shall be one inch in width. Jaws shall have a smooth and flat surface with edges slightly rounded to prevent cutting. The results of the test of each direction shall be averaged. If a specimen slips in the jaw, breaks in the jaw, breaks at the edge of the jaw, or for any reason due to faulty operation the result falls markedly below the general average, the result shall be disregarded, another specimen taken from the same threads, and the result of this break included in the average.

Thread Count.

The actual number of threads in one inch of width shall be counted in each direction at three different places in the cloth and the results averaged for each direction.

When the size of the sample per-

mits, these counts shall be taken about six inches apart. No warp reading shall be taken at less than eight inches from the selvage.

Width.

The width shall be determined by laying the material on a flat surface without tension, then measuring the distance perpendicular to the length between the selvages to an accuracy of 1-8 inch. Three measurements shall be taken at different places in the sample and the results averaged.

Weight Per Square Yard.

Method 1. Take one yard of the sample. Weigh, and if the width is not one yard, calculate the weight per square yard.

Weight of linear yard

Width

$x36 = \text{Weight of sq. yd.}$

Method No. 2—Take a measured portion of the material and weigh. Calculate from this area the weight per square yard.

$1296x = \text{weight of known area}$

Area in inches

Weight
per square
yard

Method No. 3—Cut from the sample a specimen 2x2 inches, using a steel die. No specimen for testing shall be taken less than 8 inches from either selvage. Weight on a torsion balance, adjusted to read the weight of the material in ounces per square yard. Average three to five tests.

Weight Per Linear Yard.

The weight per linear yard shall be computed from the weight per square yard as follows:

Wt. per sq. yd. Weight
— x width = per linear
36 yard

Fastness to Light.

Expose specimen to the action of an ultraviolet light for 36 hours. Compare with original sample and classify as good, fair or poor fastness to light.

Fastness to Washing.

Prepare a 1 per cent neutral soap solution. Heat to about 50.0C. Immerse the specimen and stir with a glass rod for several minutes. After the sample has remained in the solution 10 minutes, remove and rinse. Hang in air until dry. Compare with the original sample and classify as good, fair or poor fastness to washing.

Fastness to Water.

Immerse a specimen in clear water. After one hour remove and dry in the air. Compare with original sample and classify as good, fair or poor fastness to water.

Belt Drive Design.

The installation of a belt drive is a job which regularly comes to the mill mechanic and is one which is worth his best consideration. How to arrange the drive and what size belt to use are questions which are of the greatest importance, and which may be decided on only after a study of the conditions.

The belt drive to be installed we wish to have cost as little as possible, considering first cost, maintenance and efficiency, of which first cost is the least importance, due to the fact that repairs and renewals

may eclipse first cost if the drive is not properly installed in the first place.

How a belt does its work must first be discussed briefly, in order to better judge what the desirable conditions in a belt drive are. A belt transmits power by virtue of the difference in tension between the tight and loose sides. When the belt is at rest the tension on both sides is the same, but as the belt is moved by the driving pulley the tight side is put in tension (i. e., pulls) and the tension on the loose side is reduced. This difference in tension is due to, and is equal to, the friction developed between the pulley and the belt. This friction varies in amount due to three causes, in addition to the size of the belt. First, the coefficient of friction of the belt on the pulley, the value of which depends on the kind of belt and kind of pulley. The coefficient of these may be described as the ratio between the frictional resistance to sliding and the pressure between the two. Second, the pressure of the belt on the pulley caused by the tightness of the belt. Third, the arc of contact of the belt on the pulley. Now, if any of these three be increased, the better will be the grip of the belt on the pulley, and the difference in tension between the two sides of the belt will be increased, or in other words the effective pull will be greater.

The horse power transmitted by a belt is equal to the effective pull in pounds multiplied by the speed of the belt in feet per minute, and divided by 30,000 (since 33,000 foot pounds per minute equal one horse power); therefore, the power of a belt may be increased by increasing the belt speed or the difference in tension.

The most obvious way to increase the power of a belt, then, is to increase its speed, and this may be done by using as large diameter pulleys as is consistent with the conditions of the drive. A speed of more than 4,000 feet per minute is not allowable, however, as after this speed is reached, centrifugal force in the belt starts to reduce its efficiency, until at about 9,800 feet per minute a belt can transmit no power. By running the belt at high speed (less than 4,000 of course) an advantage is gained in that a narrower belt may be used and lighter shafting is allowable, also, the high speed installation is advantageous, as the belt pull on the shafting and bearings is less than in slow speed drives where a wide belt would be needed. For instance, a three-inch belt traveling at 4,000 feet per minute will transmit very nearly as much power as a twelve-inch belt traveling at 1,000 feet per minute, but the twelve-inch belt will pull on the shaft with four times the force of the three-inch belt with a corresponding wear on the bearings, more loss due to journal friction and greater danger of hot bearings.

The power transmitted by a belt may be increased by increasing the grip of the belt on the pulley as well as by increasing the speed, and this may be done in three ways, i. e., by increasing the coefficient of friction, by increasing the pressure

between the belt and the pulleys and by increasing the arc of contact. Tightening the belt is the method most generally used when the power of an old installation is wanted to be increased. A tight belt, however, is an evil which should be avoided, and in designing drives they should be arranged so that this is not necessary. A belt should be selected for its elasticity and ability to maintain its tension without stretch. A vertical drive is undesirable because the weight of the belt decreases the pressure between the belt and pulley.

The coefficient of friction can best be made high by choosing a belt which has a high coefficient of friction, although lagging the pulley with leather would serve in extreme cases; this is not advisable, however, as it is rather expensive and the lagging is apt to work loose. Keep the surface of the belt and pulley clean, else the coefficient of friction will suffer accordingly.

The arc of contact will be larger if the tight side of the belt is on the bottom, and this condition should be arranged if possible. A binder may be used to increase the arc of contact in extreme cases, and where used should be near the driving pulley on the slack side.

To sum up briefly the points of desirability to be sought after in belt drives, first, a reasonably high belt speed, with 4,000 feet per minute as a high limit. (Except where very small pulleys are used, where a high speed would be injurious to the belt.) Second, a belt and pulley also having a high coefficient of friction. Third, to secure a good pressure between the belt and pulley and maintain it, use a belt of an elastic material, avoid a short drive and avoid a vertical drive. Fourth, to secure a good arc of contact have the tight side on the bottom, and avoid a short drive between pulleys which vary greatly in size.—Fibre and Fabric.

Official U. S. Wool Standards Announced.

Official standards for grades of wool for the United States have been approved by the Secretary of Agriculture to become effective July 1, 1923, under authority in the United States warehouse act.

The standards provide for seven grades of wool as follows: fine, one-half blood; three-eighths blood; one-fourth blood; low one-fourth blood; common, and braid. For the purposes of grading, it is provided that wool in the fleece shall be designated by the grade of the largest portion of the fibre of the fleece.

Establishment of these standards is the result of investigations conducted for several years by the Department of Agriculture. The properties of wool which have been studied are: diameter of fibre, length of fibre, spinning quality, shrinkage, and fineness of fibre. Public hearings were held at which suggestions of the trade and manufacturers were made. Further studies will be made to develop a standard terminology for length, standards for spinning quality, shrinkage, and foreign matter in wool, to be promulgated in the future.

Knit Goods

Manufacture of Knit Goods.

There are several reasons for the wonderful development which has taken place in the knit goods industry in recent years. One is that there has been a marked improvement in the construction of knitted fabrics as well as in the character of the raw material used in the yarns. Instead of the coarse, cheap socks and sweaters which were made some years ago, the hosiery manufacturers of the present time are producing as fine goods as the manufacturers of woven cloth. The result of the improvement in the structure, finish and design of knit goods has extended the field for the distribution of these goods to enormous proportions, and numerous new knit goods enterprises are starting in many sections of the country.

Prevailing fashions have also had something to do with the advancement of the knit goods interests as any one can surmise by passing through the great department stores and observing the unlimited lines of knit goods on display in their hosiery departments. All kinds of garments for sporting purposes as well as for common wear can be seen bearing the trademark of some of the best mills of the country, and manufactured of yarns which possess the softness of feel, warmth and elasticity for which knit textures are noted. Where some years ago one would find a few cumbersome, poorly shaped, men's socks on display, he may now see a hundred different designs of knit goods, manufactured of fine silk, wool, cashmere and botany yarns, and the sales people will take pride in showing them.

These salespeople will explain that they have daily visits from customers who play golf or tennis, or who ride horseback or drive a motor car, who want a knit garment of some kind. Because of this demand for special knit goods the hosiery business has extended far beyond the manufacture of knit underwear. In fact, there are certain descriptions of knit goods which are fast becoming rivals of woven fabrics.

Not So Expensive to Start a Hosiery Plant.

Another reason why the hosiery manufacturing business has been reaching out to remarkable proportions of late is that a comparative small capital is required to begin operations. The investment needed to turn out the first yard of woven cloth in a cotton or woolen mill which has to have its opening machinery, cards, spinning frames, looms and finishing equipment is of course very large. It is almost essential that a stock company be organized so that a considerable number of shareholders may provide the necessary money to build the plant and install the machinery. Few individual men have the capital or the desire to take the risk alone. But it is very different with

the hosiery manufacturing enterprise. It is possible for a man to engage in making a few lines of knit goods on a moderate capital for the reason that he can install a few knitting machines in a rented apartment and buy his yarn ready for use from the spinners.

He will not even require a power plant because it is possible to operate knitting machinery with individual electric motor drives very economically now. Recently your correspondent interviewed a young man who used several years savings in the purchase of a few hand operated knitting machines. He employed girls to operate these machines on a piece basis and turned out a marketable line of knit goods.

He purchased his yarn ready for use from a neighboring textile mill and was doing a profitable business on a small investment.

In another case, a certain progressive chamber of commerce in a middle western town considered the establishment of a woolen and cotton mill and offered certain inducements, such as a hundred-year lease of land free of rental, limitation of taxes, promises of liberal purchase of shares by interested citizens and the possibility of a good local market for the consumption of the products of the mill.

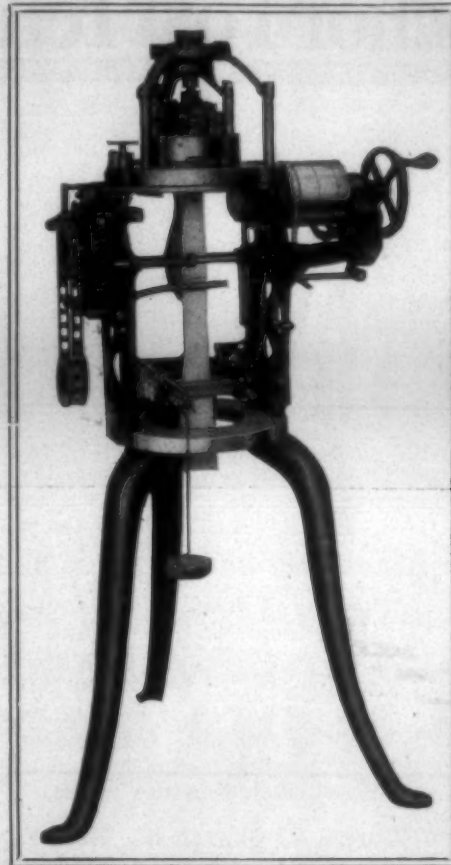
An experienced manufacturer appeared with plans and specifications for a moderate sized plant calculated to manufacture both cotton and woolen goods. The members of the chamber of commerce made sincere effort to sell stock and at the end of nearly a year hardly enough has been subscribed for to construct the building which the plan called for. So the project was given up. But the courage of the

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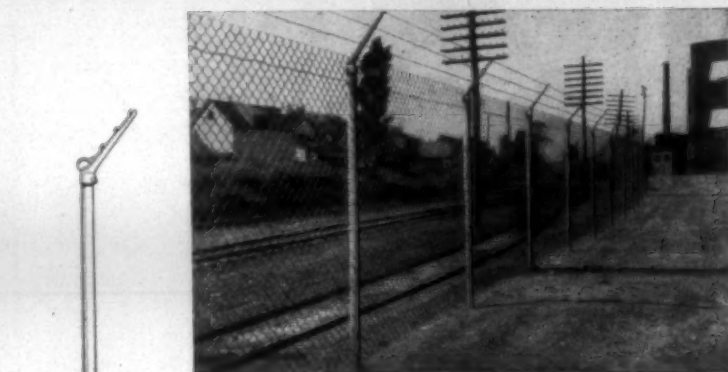
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promoters was not entirely dimmed, and when another man appeared with a proposition to rent a discarded stable and put a few thousand dollars worth of knitting machinery in it and make knit goods, the plan materialized. The yarns were shipped in from spinners and made into a line of hosiery that sold well and at a profit. The townspeople were just as well satisfied with the little hosiery plant in which they had a small investment as they would have been with a larger enterprise which required such an elaborate investment that it would not be possible to own and operate it.

Automobile Industry Has Aided in Developing Knit Fabrics.

A number of knit goods plants have come into existence mainly for the purpose of furnishing special knit textures for use in the manufacture of automobile tires.

While some of the canvas tubing used in conjunction with rubber in the interior of tires is woven on the leno system, in which the warp threads are twisted between each filling thread, there is also considerable canvas tubing of this type made on seamless ribbed knitting machinery. The methods employed in shaping circular ribbed material for this purpose follow the principle employed with the regular knitting machines in which a full set of needles is used in the cylinder, plus a number of rib needles, afterwards reducing the number of cylinder needles by the number of rib needles used. Knit material made with strong linen or cotton yarns is used in conjunction with certain parts of brakes and in the engines of motor cars.

During the War the Hand Knitting Industry Flourishing.

Although the manufacture of hosiery today is very different from what it was in the early days, many women and some men labored industriously early and late during the war to produce one knit article at the time. Often many hours were devoted to knitting a single sock for a soldier overseas in the trenches. The writer served with the eighth regular division during the war and has fond recollections of the heavy, warm, hand-knit socks, head hoods and sweaters which were made by the women of America and sent to us regularly. These valuable articles of wear were promptly distributed and prevented many a soldier from suffering with the cold and wet. I have always had a higher opinion of knit goods since those days. The value of an undergarment in the form of a vest or sweater impressed itself on us all. The system of air-holes in the knitted undergarment forms an excellent base for the close woven outer garment and tends to keep the wearer warmer than if heavy outer clothes were worn without the inner knit garment.

Before the war ended, many of the women who had engaged in the knitting of garments for the troops sought to increase their output by purchasing a hand circular knitting machine. These simple hand machines found such favor in some of the homes that the work has been continued through the recent years of peace, but not for philanthropic

reasons but to derive an income. A manufacturer of knitting machinery has stated that he has equipped a number of fair sized knitting plants for people who got their first lessons in knitting and ideas of its possibilities on a practical scale when knitting socks for the soldiers in field during the war.

Hosiery Body Starts New Services.

The National Association of Hosiery and Underwear Manufacturers announces the inauguration of two new services for the benefit of members. The first is a daily cable service on prices in the raw silk market, and the second is the Harvard Economic Service, which the association now receives.

The raw silk service, it is explained, consists of a digest of four cables received from Yokohama each morning, and will be available by telephone or telegraph each day between 10 and 11 o'clock in the morning. The cost to out-of-town members will be the actual telephone or telegraph charges, with no cost to local members. The cables will be from four sources: the Bourse, the open market, and two independent sources.

The Harvard service will be utilized in the attempt to keep members informed more closely on general business conditions, and outstanding observations will be quoted in the Special News Letter, it is stated.

Export Hosiery Demand Has Been Satisfactory.

New York.—The export demand for staple hosiery has been good for a couple of weeks or more and some large sales have been made. The chief countries buying have been Argentina and England, but South American countries and the West Indian markets have bought ladies' goods quite liberally.

Domestic demand has been dull as a rule as filling in needs have been light because of weather conditions. The mills are still very busy. Jobbers have still to buy substantial quantities of hosiery for fall as an analysis of their business placed shows that many of them have not taken above 60 per cent of their normal requirements.

In some of the large houses where numbers have been discontinued because of an improvement in quality to be offered for another season offerings of run outs have been made and stock lots have been cleaned up. The eagerness of buyers to secure goods of this character shows to agents that the conditions in distributing channels are not unhealthy. The decline in yarns and the general desire of buyers to pay less, rather than more, precludes much likelihood of any higher prices in the immediate future, save on specialties or on some few extra good selling lines.

As stated last week, the prices asked for staple hosiery are relatively better than those in any other line of cottons, and it is also true that competition for silk goods business has kept prices within bounds.

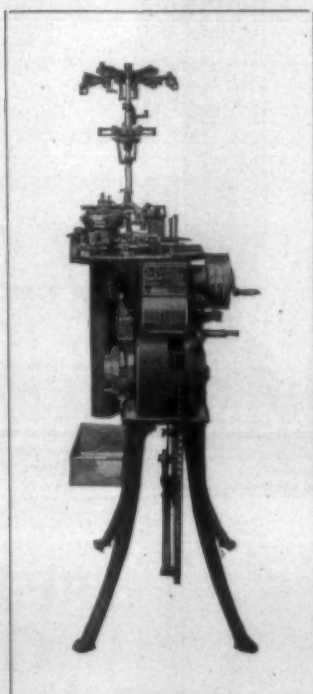
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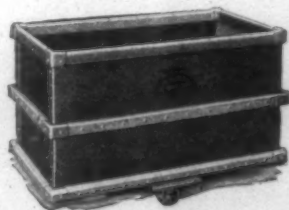


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The truck built of ordinary material that is made strong enough to stand the gaff of its daily life not only troubles noisily but is hard on floors and is heavy to push. Receptacles of ordinary materials that are strong enough to last long are too heavy for easy moving.

But—there are trucks and receptacles of Vul-Cot Fibre, Laminar Mill receptacles—that wonderful material that is so strong, so tough and sturdy that it is practically indestructible and yet is lighter than any substitute for it.

Write today and we will gladly send you full particulars and prices.

**National
Vulcanized Fibre Co.
Wilmington, Del.**

Dyehouse Dangers

By **Wm. C. Dodson**

In the following article we will consider some of the dangers attendant upon the operation of the average dyehouse. These dangers will be more or less mixed up between personal danger to careless operatives and the dangers of loss to the mill from improper supervision and methods.

For example, let us consider the effects of hard water and the toll it takes. Ordinarily, no notice is taken of slightly "curdley" soap accumulations on hosiery boil-off machines or on any machine in which soap is used, and not until serious trouble arises in the form of "off-shades," spotted goods, etc., is any attention directed to the causes.

Hard water may, on occasion, double or treble the soap bill in any textile plant and the chances are that this either goes unnoticed or is considered merely another of the expenses which must be borne. The writer recently returned from a trip to a neighboring State where such a loss was occurring. The mill in question was using exactly 50 per cent more soap for a given operation than is necessary in the average North Carolina plant. However, the management realized the condition and had taken steps to have a water softening plant installed.

Hard water will impair the action of soap, necessitating increased percentages; it will cause harsh

goods; it may cause serious troubles in the dyeing operations, and it will foul the boiler tubes. Any one of these troubles may cost, in a year's time, many hundreds of dollars. Water analyses should be made once or twice each year and where the hardness is at all excessive, the management would find the figures of water softener manufacturers most interesting.

While we are on the subject of soap we might as well see how it can be wasted in other ways. Take the average hand about the dyehouse and his method of using this commodity is about as follows: When adding soap to any machine he usually scoops up what he thinks is the correct amount, and if the scoop is over-full he leaves a trail from the barrel to the machine. Soap is seldom weighed—the amount is guessed at. This would not be so bad if the correct amount of soap necessary for any given operation were known and through repeated weighings the operative came to know within an ounce or so the correct measure. The real trouble lies deeper. The writer knows of no mill where really scientific tests have been made to determine just exactly how much soap is really necessary for the work in hand.

The above applies also to the soluble oils which seem to be percentages; it will cause harsh

(Continued on Page 24)

AMALIE PRODUCTS

"Fair" is not Good Enough for You

Find Out How Sonneborn Warp Dressing Helps You to Get Better Weaving

There are many cotton mills today getting "fair" production that would get a great deal more if they heard the whole story of Sonneborn savings from one of our experts.

Amalol and Gluantine, the Sonneborn warp dressing preparations, are the results of years of study and research in our textile laboratories. These products are proving themselves a positive aid to the production of the highest quality weaving—helping to secure a uniform size regain. Daily performance in many prominent New England and Southern mills testifies to this.

There is a mill using Amalol and Gluantine in your vicinity. Write us for its name and the names of many other users of these products. Let one of our experts show you in your plant how scientific warp dressing will aid in getting quality weaving. No obligation. Write.

L. Sonneborn Sons, Inc.

116 Fifth Avenue

New York

Amalol—for cotton warp dressing—Gluantine

Manufacturing Chemists for the Textile Industry

L. SONNEBORN SONS, INC., NEW YORK, N.Y.

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Special Factoring Facilities Thru
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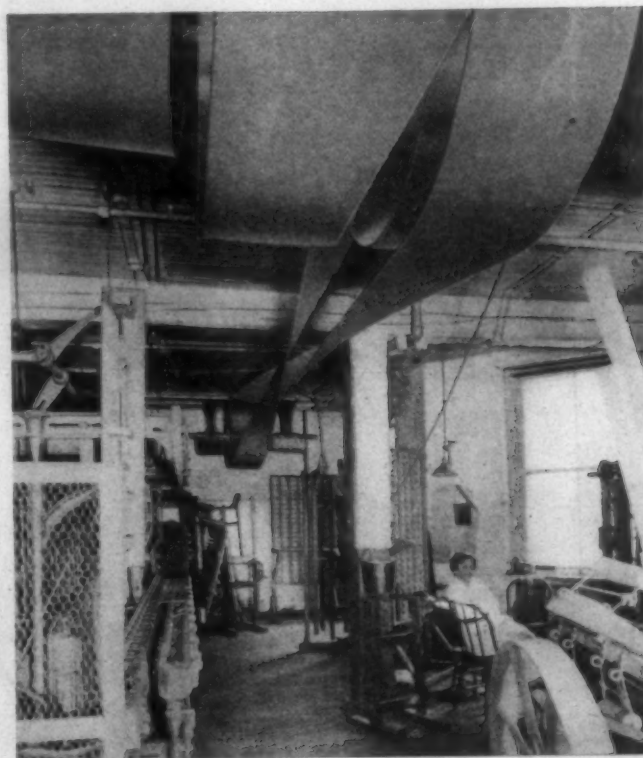
The Liberty Textile Corporation cannot see why friendship should not be the surest road to helpfulness. Confidence gained, co-operation soon follows. Then there is a unit of purpose for success.

He who plays a lone hand plays alone. Get together with us now and let us talk over your problems. We can talk the language from the Cotton Field to the Consumer.

Lawns	Fancy Grey Goods
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Special Fabrics, all widths, for the Rubber,
Automobile and other Mechanical
Industries

Forty Years of Faithful Service



Here is a Ladew Flintstone that has been on the job forty years. Through all this long life of service it has carried the load in a textile mill where uninterrupted performance is a great consideration.

Edward R. Ladew Company, Inc., has been making leather belting since 1835, and today the name "Ladew" stands in the very front rank among the successful belting manufacturers of the world. This position, won by adherence to high business ideals which have placed the user's satisfaction first at all times, is being maintained in every department of the Ladew organization.

Complete Stocks Carried at J. M. Tull
Rubber & Supply Co., Atlanta, Ga.

Edward R. Ladew Co.

INCORPORATED

29 Murray Street, New York

"BRETON" MINEROL "F"



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Cotton
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"It prevents foaming in the color box"

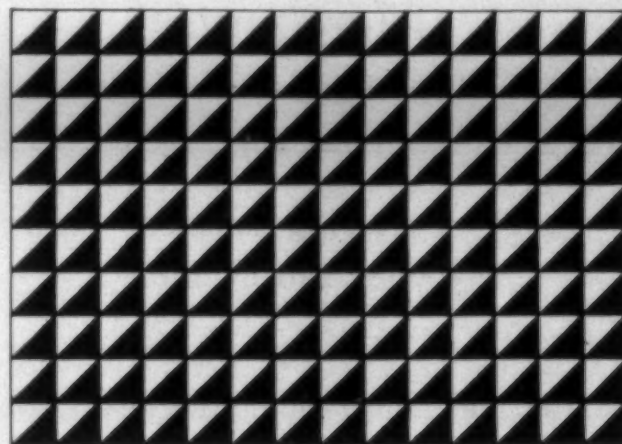
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Works: Elizabethport, N. J.

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DRAW-IN only one
time and change to
any cloth when you
weave with

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STEEL HEDDLE MANUFACTURING CO.

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for every kind of loom.

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\$12.50

is something absolutely new. It is a Southern product
made for Southern mills by Southern people, who
know the requirements and have provided for them.

GUARANTEED FOR ONE YEAR

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Mill Devices Co.

Durham, N. C.

A. B. CARTER, Sales Agent, Gastonia, N. C.

Growth of Morse Chain Company

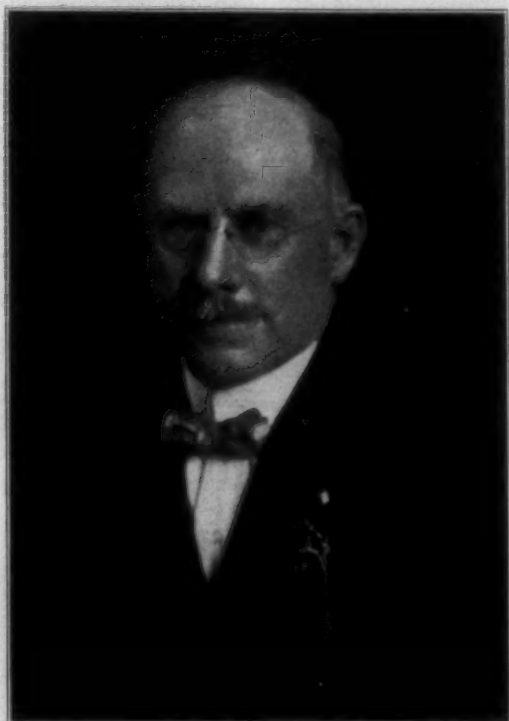
In publishing the following article in our issue of May 17, a portion of it was, through error, omitted. For that reason the article is reproduced in its entirety.—Ed.

A clipping from the Ithaca Journal-News, Ithaca, N. Y., gives some interesting information in reference to the progress of the Morse Chain Company Industries.

The clipping deals with the coming together of more than 1,600 Morse employees in their new club house which is 90x150 feet, and which has been erected for the benefit of the host of co-laborers and workers who have shared in the wonderful growth and development of this organization. Such a meeting, presided over by the officers of the company, has had the

mobile trade alone, more than 4,000 drives each day, it gives you but a small idea of the workings of this institution and this is only part of the story, for the commercial drives entering into almost every industry, textile, steel, clay, good, iron, leather, paper and many others built in units of one-quarter to 5,000 H. P. makes up a wonderful contribution to American industry and opens up the remaining channel of the application of electricity to machinery.

The fact that the buildings and plant of this company has been enlarged several times until it now covers over ten acres, consisting of a main plant four stories high, 70x1200 feet, with their own foundry and steel mill is a memorial to the untiring efforts and energies of the



F. L. Morse, President Morse Chain Co.

tendency to stimulate greater efficiency and co-operation among all the members of the organization.

It is interesting to note, from reminiscences given by the president, Mr. F. L. Morse, and who is commonly called "Frank," that the weekly payroll in the early history of the company was the large sum of \$148.45, while today the payroll will amount to more than \$30,000 per week, or \$600 per hour. Some one must sell the enormous production of such an institution.

The Silent Chain business started from a small beginning, first beginning on bicycle chains, then the power and industrial chains following after endless toil, experiments, and outlay of money until now there is over 4,000,000 H. P. driven by chains manufactured by this company headed by F. L. Morse and who has guided this organization through the years until now they are the largest builders of silent chains in the world.

When you stop and think that they make and ship, to the auto-

president of this company, who has been responsible for the development of this organization. A man of indomitable will to conquer, a scholar, an engineer of note, member of several societies for scientific research, a financier of extraordinary ability and with an inventive genius seldom equalled. With such an executive leading any business enterprise they are bound to expand and the expansion of this company is going forward under this very spirit.

The demands for commercial chains, particularly, is growing by leaps and bounds and an extra effort must be put forward to meet the increasing demands of the commercial trade and allied industries.

The ability and energy of F. L. Morse can be relied upon to meet these conditions and demands. With the hearty co-operation of the selling organization, through their various offices working with the same spirit, will mean an ever increasing volume of satisfactory business.

For Sale

Well located mill containing about ten thousand spindles two hundred wide looms.

This mill is located in the center of the Carolina Textile district, labor conditions good.

Can be bought right with good terms to substantial party.

This property will only be sold to legitimate buyer and not through any broker.

Address:

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Room 617 Realty Bldg.

Charlotte, N. C.

Mossberg Pressed Steel Corporation



Section Beam Head
Patented June 7, 1921

All Steel

LOOM BEAM HEADS
SECTION BEAM HEADS
ADJUSTABLE BEAM HEADS
(SPLIT AND SOLID)
NARROW FABRIC BEAMS
BEAMS FOR ELASTIC AND
NON ELASTIC WEB
BEAMS FOR SILK RIBBON
"NEW PROCESS" DROP WIRES
JACK SPOOLS

Attleboro, Mass.

Sou. Office: 201 Augusta St., Greenville, S. C.

Mr. Mill Man:—

Have you ever thought of a "Margin of Safety" in connection with the design of a shuttle? Experience and Research have convinced our experts that, that is a most important and essential factor. When called upon to design a shuttle, aside from the fact that co-ordination of parts must be perfect, each and every part that goes to make the complete shuttle is designed with that "Safety Margin" thereby insuring to you at once a shuttle of strength, durability and economy. Are you having shuttle trouble? Put it up to us, send us a sample together with a bobbin of filling. You will hear from us by return mail.

The J. H. Williams Co.

The Shuttle People

MILLBURY,

MASS.

Geo. F. Bahan, Southern Representative

SOUTHERN TEXTILE BULLETIN

Member of Audit Bureau of Circulations.

Published Every Thursday by
CLARK PUBLISHING COMPANY
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THURSDAY, MAY 31, 1923.

Grave Errors in Crop Reports.

The existing discrepancy of 250,000 bales in the government estimate of cotton stocks is being widely discussed in the cotton trade and mill men are inclined to analyze very carefully statements that come from the Department of Agriculture and the Census Bureau. Some rather startling discrepancies have been found not only as regards the prospective carry over from this season, but the carry over from the past two years as well.

In the reports, there is a variance of 250,000 bales of cotton in the calculations made by the Department of Agriculture and the Census Bureau. Officials of both departments are busily engaged in rechecking their figures. They will soon be busier yet trying to explain the wide difference in their published reports. In the meantime the obvious error has been discovered and many members of the cotton trade feel that it was responsible, or at least partly so for the recent heavy decline in the cotton market. The fact that the Department of Agriculture predicted that the carry over at the close of the present season would be larger than it was at the end of last year, lead many factors to decide that there was no basis for 31-cent cotton.

In February, "Commerce Reports," the publication of the Department of Commerce, in a world survey of the cotton situation, stated that the world stock of all kinds of cotton on August 1, 1921, was 14,752,000 bales, that on August 1, 1922, it was 9,536,000 bales and the estimate for the supply on August 1, 1923, was 6,621,000.

Then in April the special report of the Department of Agriculture, which is now the one so severely condemned as containing erroneous figures, stated that the world carry over on August 1, 1921, was 10,500,000 bales; on August 1, 1922, it was

6,700,000, and that the expected carry over at the end of this present crop year was estimated at 6,800,000 bales.

Again the Department of Agriculture, in its publication, "Weather Crops and Markets," stated "if the world's consumption of both American and foreign cottons continue at the same rate as for the previous eight months the world's supply of all kinds of cotton on August 1 will amount to about 4,369,500 bales." As showing the significance of these figures the Department of Agriculture gives the estimates issued by the Department of Commerce and referred to above on the world's supply of cotton on August 1, 1922, i. e., 9,536,000 bales, and on August 1, 1921, i. e., 14,752,000 bales.

From the above it can be seen that the Department of Commerce and the Department of Agriculture, issuing reports within two months of the same date, showed a difference of about 400,000 bales of cotton in the world on August 1, 1912, and about 300,000 bales on August 1, 1922. In addition, the Department of Agriculture within a month issued two reports showing differences of about 2,500,000 bales in the amount of cotton to be carried over this year.

As we see it, there is no excuse in the world for the wide differences that the Government reports have carried. In calculating the carry over for a future date, there is room for error, but we cannot see what the Government should so contradict itself in reporting the size of cotton stocks at definite dates in the past.

Everyone who has followed the cotton situation is at a loss to understand why such misleading statements should come from the government departments. It has been common knowledge for many months that the world was consuming cotton more rapidly than it has produced it for the past two years. We all realized that world

stocks of cotton were being rapidly depleted and that there is real and growing danger of an acute cotton shortage. Under these circumstances, we cannot figure out how the Government experts went so far wrong.

The recent drop in cotton price has been a severe setback to the mills. Confidence has been shaken to such an extent that we do not anticipate any active demand for yarns and goods for some time. At a time when cotton declined materially in the face of a combination of circumstances that by all means should have carried the market higher, the situation is bad enough with being further complicated by misleading figures from the Government.

We are face to face with the most serious cotton shortage that the world has been called upon to meet in many years, and it is imperative that the situation be kept as clear as possible. Incalculable harm can be done the whole cotton and textile trade by any further blunders in Government reports that have always been relied upon to give accurate information.

More Lies From Textile Union.

Added to their other troubles, the United Textile Workers, better known as the McMahon gang, have recently let their jealousy of the Amalgamated Union get the best of whatever little judgment they may ordinarily have. McMahon and his cohorts, lacking for the moment for anything else to attack, have been jumping from pillar to post in an effort to discredit their rival union.

The last outburst from McMahon appeared in a statement given out from union headquarters, charging that Tansey, head of the Amalgamated, and the several Fall River men who recently accompanied him on a tour of the South, had conferred with a committee of Southern mill men relative to the formation of a Southern textile union. This interesting bit of information was supplied McMahon by Harry Eataugh, the organizer who has been making headquarters in Gastonia for some time. Just why Eataugh happened to make such a statement is as far beyond our comprehension as McMahon's lack of sense in publishing it. It needed no denial by anyone who is familiar with Southern mill conditions. Tansey was as quick to deny the statement as to two Southern mill men who were named in the statement. The two Southern men mentioned by Eataugh did not even see the Fall River party, much less confer with them about anything.

The whole thing would not be worth mentioning except that it illustrates just how demagogic McMahon and Company feel the need of doing something to bolster up their union. When they found that the Amalgamated outfit had sent a delegation South, they feared that they might lose the few small pickings they have left here, therefore felt called upon to do something. And, as usual, they made a complete mess of it.

Mr. Clark Continues Ill.

David Clark, editor of the Southern Textile Bulletin, has been confined to the Presbyterian Hospital for the past week, suffering from blood poisoning as a result of an infected foot. His condition was greatly improved at the time of going to press, and it is expected that he will leave the hospital within a few days.

Mr. Clark had not fully recovered from the effects of the operation he underwent about a month ago when the trouble from his foot developed. He has been unable to be at his work with any regularity for some time, but it is expected that he will regain his usual health within a few weeks.

Plan Holding Movement in South.

Orangeburg, S. C.—A gigantic cotton holding movement over the entire South will be pushed by the American Cotton Association in an effort to remove enough cotton from the markets to put its price up to 50 cents a pound, where the farmer of the South can make a legitimate profit, declared J. Skottowe Wannamaker, president of the American Cotton Association, in an address before the Rotary Club at Orangeburg.

The plan involves the buying of a bale by individuals, firms and corporations, which will be stored in warehouses and the certificates lodged in banks under trust receipts upon the condition that the cotton will not be sold for one, two or three years unless cotton goes up to 50 cents per pound earlier than that time. Every individual is urged to start an endless chain and President Wannamaker declares that if sufficient members of these certificates are pledged to this purpose by individuals all over the South, the effect upon the market price would be such as to enable the farmer to obtain a fair price for cotton.

A publicity feature under this plan will be that every one holding a bale for one year will be asked to mark it with a white tag and wear a white badge. Blue tags and badges would be worn by those who pledge to hold a bale two years, if necessary and red for the three-year pledgers.

The world is facing an acute cotton famine, declared Mr. Wannamaker, saying: "It is conceded by the most reputable authorities that it will be necessary for the American mills to go on short time on September 10 and the foreign mills on October 1.

"The acreage abandonment will be the greatest on record, due to shortage of labor. Less than one million bales of cotton will be outside the consuming establishments on the 1st of August, and if the law of supply and demand had been permitted to function middling cotton would be selling at 50 cents per pound today.

Already in Orangeburg there are many ready to join in the holding movement, which will be backed generally by the banks and business interests, Mr. Wannamaker declared.

Personal News

C. D. Self has resigned as carder at Spencer Mills, Spindale, N. C.

W. M. Melton has been promoted from twister room to spinning room overseer at Cleghorn Mills, Rutherfordton, N. C.

R. C. Johnson has been promoted to twister room overseer at Cleghorn Mills, Rutherfordton, N. C.

Charlie Lawing has resigned as spinner at Spencer Mills, Spindale, N. C.

John Holland has resigned as second hand in spinning at Spencer Mills, Spindale, N. C.

C. L. Cole has accepted the position of second hand in day spinning at Spencer Mills, Spindale, N. C.

J. C. Pressley has been appointed overseer spinning at the Willingham Mills, Macon, Ga.

C. E. Alford has resigned as second hand at the Griffin (Ga. Manufacturing Company).

Milton Scott has been appointed superintendent of the Georgia Cordage Mills, Scottdale, Ga.

F. L. Cole, from Henrietta, N. C., is now night carder and spinner at Spencer Mills, Spindale, N. C.

J. J. Grayson, from Lincoln, N. C., has accepted the position of carder at Spencer Mills, Spindale, N. C.

J. W. Starnes has changed from spinner at Cleghorn Mills, Rutherfordton, N. C. to assistant superintendent Spencer Mills, Spindale, N. C.

R. I. Roberts has been promoted from night carder and spinner to day spinner at Spencer Mills, Spindale, N. C.

B. P. Adams has been promoted from assistant overseer to overseer No. 1 carding at the Lancaster Cotton Mills, Lancaster, S. C.

George W. Smith has resigned as superintendent of the Georgia Cordage Mills, Scottdale, Ga., and is now located in Florida.

Alex Roberts has resigned his position at Lando, S. C. to accept superintendency of the Rodman Heath Mills at Waxhaw, N. C.

R. M. Matthews, superintendent Peerless Mills, Thomaston, Ga., has returned to his work after a stay at the French Lick Springs, Ind.

Minyard and David, of Toccoa, Ga., have finished overhauling the spinning at the Maginnis Mills, New Orleans, La.

W. J. Still, who for some years has been overseer carding at the No. 1 Mill of the Lancaster Cotton Mills, Lancaster, S. C., has resigned that position to accept a similar place at the Kershaw Mills, Kershaw, S. C.

Textile Social Workers to Meet at Greensboro.

The Southern Textile Social Workers' Association, composed entirely of welfare workers in the cotton mill communities of the South, which was organized at Greenville in 1919 at its first meeting in connection with the Southern Textile Exposition that year, will hold its fifth annual convention at Greensboro, N. C., June 6-8, 1923. The North Carolina College for Women will provide rooms and board for the delegates at actual cost. This will be the only expense except railroad fare and a registration fee of \$2.

The Association's purpose is the development of improved methods of work through the exchange of ideas gained from the study and experience of the workers in different sections. Its membership includes ministers, teachers, nurses, Y. M. C. A. and Y. W. C. A. leaders, Boy Scout executives, personal managers and general social and welfare workers.

Cason J. Callaway, of LaGrange, Ga., in a letter to the mills of the South, says of the convention: "I am sure it is unnecessary to emphasize to you the inspiration to be gained by the workers from such a meeting. I earnestly hope you will

Sirrinc to Design Mill School.

The architectural department of J. E. Sirrine & Co. has been selected to design the new high school building in the Parker School District of Greenville, S. C.

The Parker School District is the third largest school district in the State, being composed of twelve grammar schools in the mill districts.

The new high school will be in the nature of an industrial school and will be centrally located with respect to the grammar schools. Heretofore the grammar schools have been under the management of the mills where they are located, but under the new scheme there will be unified supervision. Mr. L. P. Hollis, former head of welfare work for the Victor-Monaghan group of mills, will be superintendent of the new school district.

Curtailment Increases in New England Mills.

Fall River.—The Troy Cotton and Woolen Manufacturing Company, Stafford Mills, and Tecumseh Mills closed down for a period of 10 days. It is noted that curtailment is increasing. The American Linen Company also closed for the remainder of the week, and similar action has been taken by the Ancona Company, Flint and Laurel Lake Mills. Mention of the mills closed does not indicate the extent of curtailment, as a large number of corporations are operating only part of their machinery.

Headquarters

We have in stock ready for immediate shipment, subject to prior sale:

- 1—No. 2 Brown & Sharpe Universal Milling Machine.
- 1—20" Buffalo Drill Press complete with Block Gear Power Feed and Automatic Stop.
- 1—18x10 Sidney Standard Pattern Lathe 6 ft. 6" between centers.
- 1—16" Back Geared Heavy Duty Ohio Shaper with 20" stroke, weight 3100 lbs.
- 1—Second hand Motor Driven Hack Saw Machine, Capacity 5"x6", Guaranteed in first class condition.
- 1—No. 4 Crown Grinder complete with Guards, Head, Column and Countershaft—Capacity 2-12x2 wheels.
- 1—Worthington 4x6 Vertical Triplex Single Acting Power Pump.
- 1—3x4 Vertical Triplex Single Acting Power Pump, Worthington.
- 1—Worthington 6x4x6 Reg. Fitted Horz. Duplex Boiler Feed.
- 1—Worthington 6x4x6 Brass Fitted Horz. Duplex Boiler Feed.
- 1—Worthington 4½x2¾x4 Brass Fitted Horz. Duplex Boiler Feed.
- 1—Worthington 3x2x3 Brass Fitted Horz. Duplex Boiler Feed.

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Electric Fans

Welding Outfits, complete.

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Textile Mill Supply Co

Phones 2781—2782

Charlotte, N. C.

MILL NEWS ITEMS OF INTEREST

Gastonia, N. C.—Contract for building the addition to the Clara Manufacturing Company has been let to Howard Clemmer, of Dakkas, N. C.

Macon, Ga.—It is reported that a new mill is to be built in Georgia, the location having not yet been decided upon, by C. E. Pond, Hotel Dempsey, this city.

Dillon, S. C.—Almost all the machinery has been installed in the new end of the Maple Mill and part of it running. The mill has installed 33 new twistors, 18 reels and 12 spoolers. Will change product from hosiery yarn to ply yarn.

Alexander, City, Ala.—The new plant of the Russell Manufacturing Company, that is under construction here, will be known as the Russell Manufacturing Company No. 5 and will have 25,000 spindles for the manufacture of coarse yarns.

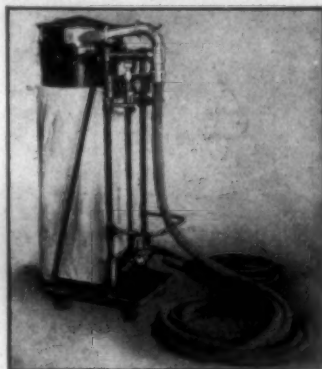
Chattanooga, Tenn.—A new plant for the manufacture of hosiery is being erected here by the Nicholson Hosiery Mills. It will produce 226-needle, women's silk hose. At present the company operates 30 knitting machines in a rented building, having begun operation in April.

Roseboro, N. C.—The Roseboro Cotton Mills, with an authorized capital of \$400,000, have been incorporated by T. I. Herring, A. J. Simmons, W. J. Butler, all of this place.

It is understood that the new company plans to erect a cotton mill, but no announcements of the details has been made.

Newton, N. C.—The stockholders of the City Cotton Mills met here recently in annual session. The board of directors composed of G. A. Warlick, Julius Abernathy, E. M. Deal, S. J. Smyre, J. W. Ervin, C. M. Rowe and W. B. Gaither, were elected for another year, and the board elected the same president, G. A. Warlick, the same vice-president, C. M. Rowe, and the same secretary and treasurer, R. B. Knox.

Huntsville, Ala.—L. Aitken, agent of the Lincoln Mills of Alabama, says: "The plan to build a mill in Huntsville depends entirely on the question of getting additional power. The Alabama Power Company is willing to build a new line into this section, the present line being loaded to its capacity, but the good people of Huntsville and Sheffield are opposed to this line coming in, their fear being that it may interfere with Henry Ford's prospects at Muscle Shoals. In the meantime, our section of the South will have to wait and suffer, for as far as we are concerned, there will be no mill built in Huntsville, due to the fact that we cannot get power to operate it."



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R. P. SWEENEY
Manufacturer
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THE Sweeny PNEU-WAY Cleaner

Rapidly Cleans Machinery, Floors, Walls, Etc., of Lint and Dust by Air Suction

Uses compressed air to create the suction.

For Textile Mills and Other Industrial Plants

Ask for Prices on:
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5,000 spindle Weaving Mill. Now running day and night and making a handsome profit. Ideally located in Georgia. Can offer at a very attractive price.

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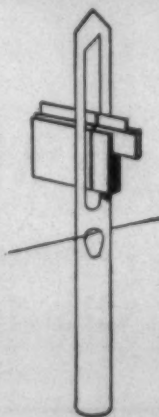
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Largest Landscape Organization in the South



When ordering looms, specify:—
To be fitted with K-A Electrical Warp Stops. That is what other mills do; why not you? Weavers of cotton, worsted, wool and silk all over the country find K-A advantageous. "There's a reason." Before you close that order write
R. I. Warp Stop Equipment Co.
Charlotte, N. C. Atlanta, Ga.

Gaffney, S. C.—The Gaffney Manufacturing Company, with 80,512 spindles and 1,868 looms, reports undivided profits and reserves of \$397,078 as of April 1, 1922, according to the company's statement of condition. This figure compares with undivided profits and reserves of \$350,885 six months ago. Cotton inventory is larger than a year ago, amounting to \$455,449 as against \$98,792 on April 1, 1922.

Liberty bonds amounting to \$95,000 a year ago have been reduced to -1,000 and cash on hand has increased from \$48,772 a year ago to \$88,170 for the period just reported for. Property and plant account shows a considerable gain over the previous year, amounting to \$2,075,423 as against \$1,821,155. A considerable quantity of goods have been disposed of during the year, goods unsold amounting to \$48,123 as against \$222,089 a year ago.

Spartanburg, S. C.—H. A. Ligon, Jr., vice-president of the Arcadia Mills, gives the following information regarding the new plant which his firm is to build:

The contract was let at the office of Lockwood, Greene & Co., Spartanburg, to the Gallivan Building Company.

Arcadia Mills is located at Spartanburg. The new mill is to be a three-story building of steel construction. It will house 20,000 spindles and 600 40-inch looms. The type of cloth to be made has not yet been decided definitely. This mill will be known as Arcadia Mills No. 2. The present Arcadia Mills plant contains 34,000 spindles and 860 looms, and makes print cloths. The new mill will be run by electric power and will be most modern in every respect. It is hoped to have this plant completed by January 1, 1924.

McColl, S. C.—The quarterly statement of the Marlboro Cotton Mills for the period ended March 31, 1923, shows a surplus of \$1,041,680 after deduction of a deficit amounting to \$531,449. The company's surplus is arrived at by the following calculation:

Increase by appraisal.....\$1,573,129
Less reserve for contingen-

cies 1,000,000

Balance of appraisal surplus 573,129
Reserve for contingency... 1,000,000

\$1,573,129
Less deficit 631,449

\$1,041,680

As compared with September 30, 1922, the company's surplus amounted to \$80,416. Net worth of the company now stands at \$3,531,380 which compares with \$3,570,116 as of September 30 last. Raw material on hand is considerably greater than six months ago and stock in

process of manufacture amounts to \$141,734 as against \$117,930 on September 30.

Total current assets are considerably in excess of those of six months ago, amounting to \$2,405,281 as compared with \$1,549,619. On the other hand current liabilities also show an increase over six months ago amounting to \$1,575,804 as against \$801,921. The company's working capital, however, is larger than on September 30, surplus of current assets over liabilities amounting to \$829,477, which compares with \$747,698. The company's cash position has been materially strengthened, cash on hand and in banks amounting to \$191,752 as against \$127,510 six months ago.

Fixed assets of \$2,539,566 are slightly below those of six months ago, the decline being due to a decrease in machinery and equipment account.

The first mortgage bonds of the Bergangnon Rubber Co., amounting to \$80,000, which the company held, have apparently been disposed of.

George H. Lanier and Associates Buy Opelika Mill.

Opelika, Ala., May 16.—The largest single business deal in the history of Opelika was consummated Saturday in which the Opelika Cotton Mills were sold to George H. Lanier, of West Point, Ga., and associates. The consideration was something like \$750,000. The change of ownership and management will take place at once.

W. M. McCall, president, will devote his entire time now to the banking business as president of the National Bank of Opelika.

The new management, headed by George H. Lanier and his associates, is connected with one of the largest cotton mill syndicates in the South. It is understood that the coming of this big concern means not only the enlarging of this mill but the building of more cotton mills in Opelika.

Ask Receivership for Four North Carolina Mills.

Greensboro, N. C.—Receivers are asked for four North Carolina cotton mills alleged to be in imminent danger of insolvency in a suit filed in the United States district court here on Tuesday, seeking the recovery of nearly \$300,000 said to be past due.

The action is brought against the Mecklenburg Mills Company, the Newton Cotton Mills Company and the Coal and Iron National Bank of New York, trustee. The four mills involved are the Mecklenburg Mills at Charlotte, the Clyde and the Newton Mills at Newton, and the Nancy Mill, Tuckertown.

All are allied under the leadership of a group of Salisbury men. Named as officers and as owners of the greater part of the common stock are J. D. Norwood, M. L. Jackson and John C. Lawson.

The action is brought by Warwick Aiken and Claude C. Crawford, of Warwick Aiken & Co., of Memphis, Tenn., cotton dealers, suing for themselves and for other creditors of the Mecklenburg Mills Company.

In the complaint the plaintiffs ask that a receiver or receivers be appointed to take possession of the

mills and all the assets, to manage and operate them with power to borrow money, issue receivers' certificates and perform other similar acts.

The plaintiffs also ask that an injunction issue to restrain the Mecklenburg Mills Company, its officers, agents and employes from making any distribution of the assets.

Judge James E. Boyd set June 4 as the date for the defendants to appear before him to show cause why a receiver or receivers should not be appointed. Answers to the suit are to be filed by June 18.

The defendant mills, it is alleged, cannot get funds for their obligations and have no money with which to buy cotton. For the past two weeks they have had no cotton and have had to suspend operations at times because of the sheer inability to keep going. Deterioration of the property will set in rapidly if the mills are suspended. It is claimed, and unless receiver are appointed there will be a rapidly increasing loss which will dissipate all available assets. The need is alleged to be an "urgent necessity."

Actual claims filed against the defendants in the suit started Tuesday amount to \$298,412.13. Warwick Aiken & Co. claim that it sold cotton

to the defendants and the acceptances were indorsed by J. D. Norwood, M. L. Jackson and John C. Lawson. Ten acceptances are listed, the total being more than \$80,000, dating from November 9, 1922, and dates since. Thirteen other acceptances not yet matured but due under an optional agreement are also listed, the total here being more than \$90,000.

The plaintiffs allege also that they are due on open account \$51,266.84. The acceptances and the open account amount to \$228,083.09.

Furthermore, it is alleged that the defendants are indebted to the Union and Planters Bank and Trust Company, of Memphis, Tenn., for \$45,549.7, and to the Federal International Bank, of New Orleans, for \$15,779.67. The defendants are charged with being involved here as indorsers, this secondary obligation amounting to \$61,328.94, which, added to the original debt, as alleged, of \$228,083.09, makes the figure \$289,412.13.

The fixed assets of the Mecklenburg Mills Company are stated as being the four cotton mills named above, appraised by J. E. Sirrine, of Greenville, S. C., at \$1,472,429.69. Goods in process at the mills are said to be worth \$150,000. Obligations carried by the mills for officers, stockholders and employes are said to amount to \$276,547.65. From December 3, 1922, to March 31, 1923, the indebtedness is said to have increased \$40,203.97. The mills have a bonded indebtedness of \$515,000.

The complaint is signed by Warwick Aiken, and the attorneys are J. S. Allen, of Memphis, Tenn.; Stahle Linn, of Salisbury, and Bynum, Hobgood and Alderman, of Greensboro.

The Mecklenburg Mill, according to available figures, has 350 looms and 14,048 spindles, and manufactures print cloths; the Clyde, 100 looms, 5,420 spindles, makes print cloths; the Newton, 200 looms, 11,500 spindles, makes canton flannels and weaving yarns; the Nancy, 6,400 spindles, makes ply rope and twine

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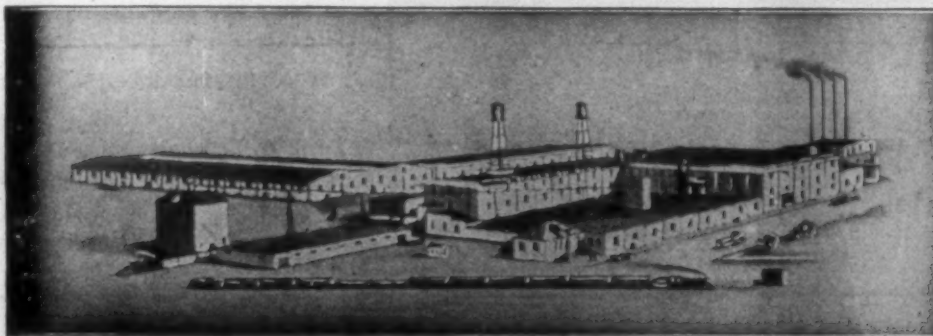
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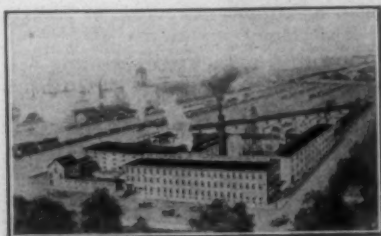
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Will Build New Power Plant.

Carthage, May 26.—At a meeting of the stockholders of the Carolina Coal Company last week, an agreement was made with J. R. McQueen, of the Sandhills Power Company, providing the power company with a site for a big steam power plant on the line of the coal company's railroad running from the mines at Coal Glen to the junction with the Norfolk and Southern road near Cumnock. The plant will be of 1,200 horsepower. The machinery and equipment has already been bought, and work will be started as the rails are down on the coal company's railroad, so the material can be delivered to the site.

Augusta Mills Give Barbecue.

Augusta, Ga.—The Augusta Factory, Enterprise Mill and Sibley Mill were hosts to 7,000 employees and their families on Saturday at one of the largest barbecues ever held in this section. Over three-quarters of a mile of tables were used, and the guests were fed in two sections, separately, each section consisting of around 3,500 people. There were field day events in the morning.

An idea of the food that was served at the barbecue follows:

One hundred and fifteen pigs and lambs; 15,000 rolls; 400 pounds of rice; two barrels of mixed sweet pickles; 3,500 pounds of hash meat;

500 pans of egg bread; 15 crates of lemons used in preparing lemonade; 600 pounds of sugar required to sweeten the lemonade; 25 crates of fresh tomatoes; 25 crates of cucumbers and 25 cases of peas.

NOTICE.

We specialize in overhauling spinning, spooling and twisters. Anyone in need of such work will be glad to hear from them. We do work by day or contract. All work guaranteed. Minyard & Davis, 212 Outlet St., Toccoa, Ga.

WANTED—Position as Salesmanager or Salesman with concern where results count. Employed at present but desire position offering better future. Am personally acquainted with practically all textile buyers in North Carolina and prefer something in textile line in North Carolina territory, but can sell anything anywhere. Have brand new \$2,000 auto and record that speaks for itself. Salesman, care Southern Textile Bulletin.

Gum Tragasol Agglutinates

the fibres of the yarn—cotton, woolen or worsted which—ever it may be—and prevents waste of good materials by eliminating flyings.

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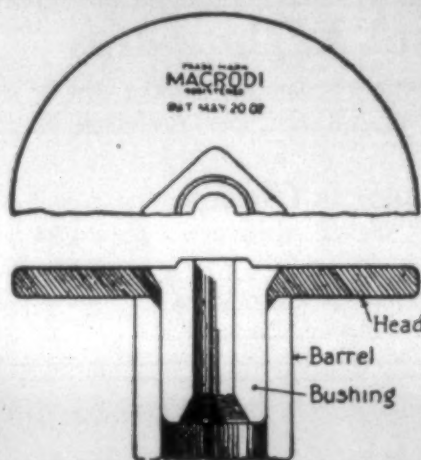
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Write for particulars of the added traverse with corresponding increase in yardage—an important feature of this spool.

Prompt deliveries in two to three weeks after receipt of order.

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Over the leather system before placing orders for new machinery, or if contemplating an increase in production, have them applied to their old machinery. It is applied successfully to the following carding room machinery:

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25 TO 33 PER CENT. MORE PRODUCTION
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INDIAN ORCHARD, MASS.

Dyehouse Dangers.

(Continued from Page 14)

settled policy among those who buy soaps and oils, as to just what they want for their money. There is a vast difference between such materials; and one soap which gives satisfactory results for one particular operation may not do at all for another. Then, too, there is, of course, a difference in quality between soaps designed for any one purpose.

Small mills may feel that they cannot afford to employ a chemist for testing their purchases, and this may be true, but there are many plants large enough to employ a capable man who fail to do so. Then, too, in manufacturing communities, it would be comparatively cheap for a group of plants to get together and operate a "buying laboratory." The time is approaching when this will come about generally.

Now, then, how about the care in handling dyes and chemicals? These materials are usually carefully weighed or measured and the formulas worked out by the manufacturer for the benefit of the user. But, there can be inaccurate scales, and waste between the container and the scales; through poor scoops, buckets, and most of all, poorly lighted drug rooms. Naturally, there will be a certain amount of unavoidable waste, but each one hundred pounds of dye should color a very definite amount of cotton, wool, or whatever the material may be. How many mills check the dyed material against the

coming more popular. And another point—there seems to be almost no actual dye consumption? That's easily answered. "Not many."

Do you see now what I'm trying to get at? It is the leakage—it may be small in your plant or it may not exist, but in hundreds of plants it goes on and on—not necessarily through wilful neglect on any one's part, but just because it's small and because present methods are the same as those that have been employed in times when competition was not so keen.

Then there's a very real loss due to poor heating facilities in some dyeing machines, through poor or inadequate water supply, through poorly ventilated and lighted dye-houses; and through rough, dirty, dyehouse floors. A rough floor will quickly ruin skip boxes or trucks. It will cause extra work for the dyehouse force and it will cause an occasional overturned truck load of goods and very probably a consequent redye lot.

In a muddy, ill drained dyehouse it's hard for the dye boss to keep up much morale among his force and when his force becomes careless and indifferent, look out for waste. It's hard, too, to take proper care of the machinery. The writer believes that the average dyehouse machinery has less attention than any other machinery about the plant. In reality, it should have as much as a fine spinning frame or a knitting machine—by that we mean it should be thoroughly oiled at all times, and it should be periodically cleaned and painted to protect it from rust.

Now, for the human element. Labor in a dyehouse is seldom employed on a piece work basis—as a consequence it is up to the room foreman to be on his job thoroughly, so as to keep his men up to a full day's work. It is also a moral obligation to him to caution his men about the handling of dyes and chemicals. Many of the latter are dangerous. There is a constant liability of acid and steam burns—of gas fumes, of infected abrasions from various chemicals, etc.

Fortunately, for all concerned, the Southern mills are paying increased attention to the finishing end of their business and in many cases are employing technically trained men for the supervision or assistant supervision of this work which is so vital to the final value of the goods. The principal trouble in the past has been a lack of detailed interest in this department, on the part of the management, but the high priced colors of war times developed a very considerable interest, and that interest is now reflected in better good and more efficient dyehouse operation.

Tendencies in Hungarian Cotton Goods Markets.

Czecho-slovakia has surrendered first place to Austria in the Hungarian cotton goods markets, according to a report to the Department of Commerce from the Trade Commission's office in Prague. Other countries with high exchange, including Italy and Switzerland, have also lost ground, whereas Germany and Austria are gaining.



Some

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Lockhart Plant—Lockhart, S. C.
J. Roy Fant, Asst. Treas.

We have used for more than SIX years, your MI CLEANSER, with GOOD SATISFACTION. And we consider it the most ECONOMICAL SCRUBBING POWDER that we have ever used.

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CHARLES NICHOLS
Pres., Treas. & Gen'l. Mgr.

Changes in Westinghouse Personnel.

A number of changes in the personnel of the Westinghouse Electric and Manufacturing Company have been announced.

Because of the increasing importance of business in the foreign countries, T. D. Simpers, formerly manager of the General Mill Section of the Industrial Department, has been appointed Export Representative of the Industrial Department. This is a new position made necessary by the large size to which the foreign business of the Industrial Department has grown.

For the present J. R. Olnhausen, manager of the Textile Section of the Industrial Department, will have a supervision over the industries formerly under the control of Mr. Simpers.

C. H. Long, formerly manager of the Contract Section of the Railway Department, has been appointed a section manager of the Light Traction Division of the Railway Department and is responsible for international negotiations and also for stocks and production schedules of the Light Traction Division. R. W. Seady has been appointed manager of the Contract Section to succeed Mr. Long.

In the Detroit office of the company, W. P. Jend has been appointed manager of the Merchandising Division to succeed F. D. Koelbel, who will take up general duties in connection with both the Central Division and the Merchandising Division.

China's Ramie Exports Stable.

Exports of ramie from Hankow, China, were slightly under 19,000,000 pounds, valued at \$1,892,000 during 1922. This was approximately the same amount as exported in 1921 and only approximately 10 per cent below the 1920 quantity. Japan is the principal destination for ramie exports, the United States taking only 347,732 pounds in 1922.

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CREAM SOFTENER J. B.

White goods stay white and even the most delicate shades are not affected by this creamy, white softener. A finish cannot always be judged satisfactory immediately after it is applied. Father Time, the most critical judge, often makes an adverse decision after the goods have been on the shelf a few months.

Our Cream Softener J. B. is especially adjusted and standardized to cope with atmospheric, storage and other conditions to which material is subjected after finishing. We guarantee this softener will not cause any regrets. The first and last decision will be favorable.

Allow us to send samples.

The product will prove itself.

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5400 spindles, cotton spinning; size of rings 1 3/4 to 2 1/4. Complete equipment for cotton spinning. Sold as a whole. Can be run in New London or removed. Driven by electric motor in groups. Immediate possession. Can be inspected at any time.

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And further, too, just as high test gasoline will give much greater efficiency and mileage so, also, the special purpose alkalies

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are so processed that the results they achieve in the mill are distinctive, uniform and much more desirable.

Moreover, science has provided the means of discovering the reason for these superior results, for when the camera and microscope are turned upon fabrics treated by these alkalies a better condition to the fibres, protective of tensile strength and quality, is revealed.

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Successors to BELL-SHAW CO.

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COTTON SHIPPERS AND EXPORTERS

Branches—Houston, Brownwood, Sweetwater, Corsicana, Stamford, Texas
and Oklahoma City and Hobart, Okla.

Cotton Notes

"Commercial Appeal" Forecasts Crop of 11,400,000 Bales.

Memphis.—Reports to the Commercial Appeal from its correspondents in 793 counties and parishes in the cotton belt, show a crop condition on May 25 of 70.9 per cent normal. This compares with this authority's guess same date, last year of 69.3.

Present indications point to an increase of 9 or 10 per cent, and based on last year's abandonment of acreage tentative estimate of yield is 11,400,000 bales, exclusive of linters. Much planting and replanting remains to be done.

The report says: "Unfavorable weather conditions prevailed throughout the belt, except in portions of Texas, the only State showing better than the Government 10 year average of 73.6. Labor shortage is a serious obstacle to satisfactory crop, being the most acute in Mississippi, Alabama, Georgia and Arkansas. The crop in most of the belt is from one to three weeks late. Fertilizer is being used more freely than any former year, except in the Atlantic States.

Condition figures by States: Alabama, 71; Arkansas, 68; Georgia, 67; Louisiana, 66; Mississippi, 68; Missouri, 75; North Carolina, 74; Okla-

homa, 70; South Carolina, 64; Tennessee, 68; Texas, 74; others, 88.

Cotton Movement From August 1 to May 25.

	1923	1922
Bales	Bales	Bales
Port receipts	5,493,416	5,493,815
Port stocks	399,601	899,769
Interior receipts ..	7,107,417	6,721,854
Interior stocks ..	471,972	782,196
Into sight	10,107,401	9,379,107
Northern spinners' takings	2,479,882	1,960,834

Agree on Export Cotton Trading.

Washington. — Agreement was reached between a group of leading cotton exporters and the Secretary of Agriculture on an arrangement for conducting the cotton export trade under the new cotton standards act which becomes effective August 1, requiring use of official cotton standards of the United States in all transactions, based on standards in interstate and foreign commerce.

The exporters, representing the larger cotton exchange of the country, unanimously approved the desirability of world-wide agreement upon uniform cotton standards and endorsed the present official standards as satisfactory to the American cotton trade.



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The Week's Cotton Trade.

Cotton prices continued to advance during the week ending May 25, final results showing advances in the average of the daily quotations at 10 spot markets of 173 points and for July future contracts on the New York Cotton Exchange of 183 points. Quotations for spot cotton closed at 27.74 cents per pound on May 25, and July future contracts at New York closed at 27.10 cents. The further advance was attributed to both a more optimistic feeling in the general situation and to continued wet and cool weather in the Southern cotton-growing states. Reports stated that a few of the mills in the North would operate an shorter time for the present at least. The dry goods markets were again reported quiet.

Exports for the week amounted to 32,522 bales, compared with 24,746 bales for the previous week and 97,905 bales for the corresponding period last year.

Certificated stock at New York on May 25 was 74,114 bales, and at New Orleans, 6,976 bales. Total stocks, all kinds, at New York, 85,795 bales, and at New Orleans, 99,374 bales.

New York future contracts closed May 25: May 27.10 cents; October 24.50; December 24.06; January 23.80; March 23.70. New Orleans closed: July 27.18 cents; October 24.00; December 23.60; January 23.48; March 23.37.

Squandering Goodwill Abroad.

(Continued from Page 9)

parably inferior to those of the present agent.

Keeping Same Salesmen and Local Connections.

The home management should bear in mind the advantage of keeping the same traveling salesman on a given route year after year. It is usually a great mistake to take a man who has made a success in one field and transfer him to another merely because he proved himself a good ground-breaker in the field of former endeavor. A

decided prestige is derived from permanent representation. The fourth or fifth time that a man covers a route he does not need to "break the ice." It may take him as long to sell his goods, but he holds with his customers a trade position that a new competitor or a new representative of his own house can hardly hope to enjoy. Many a case is cited where a house in a non-industrial country waits, before making its purchases, until the annual visit of Mr. So and So occurs, because he represents a business connection based on ripened friendship. Certain foreign representatives maintain connections with "the trade" that no competitor could duplicate even after years of effort. Very substantial loss would be involved if their principals should shift them from one region to another.

The home office must also realize the importance of working with its sales force to keep the same local connections abroad. This is often as vital a matter as the choice of salesmen and their permanence. The local firm takes pride in making its name stand for certain goods and qualities. The house comes to feel a proprietary interest in its principals' wares. It is proud also of the extent of its powers, indicating the confidence placed in the concern. In addition, the impression made on the community by long-continued relations between principal and local merchant can not fail to be favorable. A firm which has the same connections, shows the same reliability, and sustains a reputation for fair prices year after year, writes a record on public confidence of a very lasting sort.

Italian wool manufacturers are now commencing to negotiate for raw wool, Trade Commissioner A. A. Osborne reports. Last year's stocks are pretty well exhausted and holders are asking for higher prices. Spinners are working for the most part to supply knit goods manufacturers.

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It will be worth the while of mills using these lengths to consider what they will do to supplement this shortage.

We suggest the purchase 1 3-16" cottons by those who can use them, for they are still plentiful and very cheap.

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Cotton Goods

New York.—The cotton goods market continued quiet last week, there being but little activity either in primary markets or second hands. Retail trade was again hampered by unseasonable weather. The higher cotton prices helped some in steadying the goods markets, but as yet have not stimulated buying to cover future needs. Gray goods were somewhat firmer. Some lines of sheetings are being quite below cost, but there was very slight demand for them. Print cloth yarn goods were slightly firmer, while many of the convertibles continued irregular and weak. Wash goods were very quiet, and prices on bleached cottons reached the lowest level of the year. Gingham were quiet.

The sheeting business last week, while not general, has been better than in some time, with more interest reported from the bag trade. In certain styles, buyers are willing to contract for late delivery, if available at prices for nearby goods. In 37-inch, 48 squares, 4.00 yard, June-July was quoted at 10 net. Buyers would not have taken August and later at this price, but 10 1-4 net was asked for the later shipments. Some fair inquiries for sizable quantities of 6.15 yard for July-August-September, to buy at 7 1-4 net, were reported. Spot goods only, of low count, could be had at this figure, with full count quoted at 7 1-2 and some asking three-quarters for the contract. The quotation on 81-inch, 5.00 yard, is 8 1-2 net. Some sold Thursday at three-eighths, in second hands. Some 5.50 yard sold at 8 net; 8 3-4 net quoted for 36-inch 5.00 yard; 11 5-8 net paid for 36-inch, 56x60, 4.00 yard; second hands sold a few 36-inch, 3.00 yard at 13 3-4 net; 9 3-4 net for 4.70 yard. There have been some small sales of 40-inch, 2.85 yard, at 14 3-4 and 15 net; some 40-inch, 4.25 yard for bag purposes, sold at 9 3-4 net, with other goods held at 10.

Further offerings of sateens at substantial concessions were made in second hands. There was more inquiry for some of the medium

yarn twills and sateens for lining purposes. Osnaburgs continued dull and some prices suggested in second hands are far under anything agents will meet. There was little or no business doing in fine goods.

Wide sateens are quoted at 55 cents a pound, wide drills at 54 cents and moleskins at 54 cents, all for the rubber trades.

Spot sales were the feature of the duck market all week. The total of business done was not large, but constituted an improvement above that of recent weeks. The supply of enameling duck was not sufficient to satisfy all prompt requirements and encouraged mills to quote firmly on them. Army duck quotations held steadily to 27 1-2 to 27 3-4 cents for 30-inch 8-ounce construction. A few small sales were effected in them. Hose and belting orders were of a negligible description.

Fall River, May 25.—There was better inquiry in the print cloth market, and although sales were light, the improvement in conditions was pleasing. Inquiry extended to wide goods, which have been unusually quiet for some time, good sized quantities of 38 1-2-inch, 44x40, 8.20, being reported sold at 6 7-8. There was also trading in 27-inch, 56x44, 9.75, at 6 cents.

Prices were quoted as follows:

Print cloths, 28-inch, 64x64s, 7 5-8 cents; 64x60s, 7 3-8 cents; 38 1-2-inch 64x64s, 10 1-4 cents; brown sheetings, Southern standards, 15 3-4 cents; denims, 2.20s, 23 cents; tickings, 8-ounce, 8 cents; prints, 11 cents; staple ginghams, 19 cents; dress ginghams, 21 1-2 to 24 cents.

American Cotton Goods Preferred By Abyssinians.

The Abyssinians prefer American cotton goods despite lower prices of competitive Japanese goods. This preference is based on past experience with American cotton goods which not only wear better but are more suited to local demand, according to Consul Raymond Davis, Aden.

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The Yarn Market

Philadelphia, Pa.—The yarn market experienced another quiet week, but mills stiffened their prices to some extent, and by the end of the week, both knitting and weaving yarns were from two to three cents higher. Prices showed a tendency to move along upward again with cotton prices. There was some buying at the higher prices, although total sales for the week were not large. Inquiry and buying was scattered. There were a few good orders for insulating yarns and the insulating trade appears to be covering more generally than has been the case in several weeks. Sales were reported as high as 240,000 pounds, with deliveries running as far ahead as August.

Combed yarn prices continued weak, with some slight declines at the end of the week. A number of good orders at the lower prices were reported. Prices were irregular and varied according to the position of the seller.

Knitting yarn inquiry was of moderate proportions. An inquiry for a price on 100,000 pounds came in from one factor as well as smaller totals, from 10,000 pounds up, from other quarters. It was noted that the price requests included the proviso that shipments be prompt. Spinners' quotations having advanced makes for some difficulty in negotiating the business.

The carpet trade has been in the market for poundage totals that are insignificant when compared with consumption requirements. Various carpet manufacturers placed contracts in March running six months ahead. The upholstery industry has stayed out of the yarn market for many weeks. One lace buyer was noted having ordered 15,000 pounds.

The following prices were based on actual sales, although many spinners quoted considerably higher figures.

Two-Ply Chain Warps	
10s	42 1/2 a
12s to 14s	43 a
2-ply 16s	45 a
2-ply 20s	47 a
2-ply 24s	52 a
2-ply 26s	53 a 54
2-ply 30s	57 a
2-ply 40s	65 a
2-ply 50s	75 a 76
Two-Ply Skeins	
5s to 8s	41 a
10s to 12s	42 a 43
14s	44 a
16s	45 a
20s	47 a
24s	51 a 52
30s	56 a 57
36s	65 a
40s	65 a
40s ex	67 a 68
50s	75 a
60s	80 a
Carpet—	
3 and 4-ply	39 a
5-ply	39 a
Tinged Insulating Yarns	
6s, 1-ply	37 a
8s, 2, 3 and 4-ply	38 a
10s, 1-ply and 2-ply	39 a
12s, 2-ply	41 a
20s, 2-ply	45 a
26s, 2-ply	52 a
30s, 2-ply	55 a 56
Duck Yarns	
3, 4 and 5-ply—	
8s	41 a
10s	42 a
12s	43 a
3, 4 and 5-ply—	
16s	45 a
20s	47 a
Single Chain Warps	
6s to 10s	40 a
12s	42 a

14s	43 a
16s	45 a
20s	47 a
24s	51 a
26s	52 a
30s	56 a 57
40s	65 a
Single Skeins	
6s to 8s	40 a
10s	41 a
12s	42 a
14s	43 a
16s	45 a
20s	46 a
24s	51 a
26s	52 a
30s	56 a
Frame Cones	
8s	40 a 41
10s	40 1/2 a 41 1/2
12s	42 a
14s	42 1/2 a
16s	45 a
18s	44 a
20s	45 a 45 1/2
22s	46 a 47
24s	47 a
26s	48 a
30s	50 a
30s dbl ord	58 a
30s, tying in	49 a
40s	62 a
Combed Peeler Skeins, Etc.	
2-ply 30s	65 a
2-ply 36s	73 a
2-ply 40s	75 a
21ply 50s	80 a
2-ply 60s	90 a
2-ply 70s	1 00a
2-ply 80s	1 15a
Combed Peeler Cones	
10s	46 a
12s	47 a
14s	48 a
16s	49 a
18s	50 a 51
20s	52 a
22s	53 a
24s	54 a
26s	55 a 56
32s	65 a
34s	66 a
36s	68 a
40s	70 a
50s	80 a
60s	90 a

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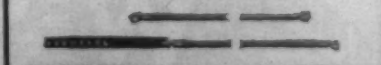
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25 High-Speed latest type 8 head 12" lap Whitin Combers.
 4 Sliver and Ribbon lap machines.
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 25,000 4x5 Wood Spools.
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If the applicant is a subscriber to the Southern Textile Bulletin and his subscription is paid up to the date of his joining the employment bureau the above fee is only \$1.00.

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WANT position as superintendent, overseer weaving. Thoroughly trained in all departments of mill, I. C. S. graduate. Understood Jacquard weaving. Age 30, married, no bad habits. Good references. Address No. 3806.

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WANT position as overseer spinning. Age 37, 12 years as overseer. First class references. Address No. 3808.

WANT position as superintendent, or overseer large card or spinning room. High class man, experienced and practical, references to show good past record. Address No. 3809.

WANT position as superintendent of large yarn mill. Have been overseer and superintendent in some of best yarn mills in North Carolina. Have fine record as to quality and quantity at low cost. Address No. 3810.

WANT position as carder or spinner or both. Capable of handling large room in first class mill. Long experience, fine references. Address No. 3811.

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WANT position as superintendent. Practical man of long experience and ability to get good results. Now employed as superintendent. Good references. Address No. 3813.

WANT position as master mechanic. Have had 24 years experience in cotton mill shops both steam and electric drive. References. Address No. 3813-A.

WANT position as overseer weaving on Draper looms, plain white goods preferred. Now employed, but desire better job. Good references from good mill men as to character and ability. Address No. 3815.

WANT position as overseer carding. Good man, now employed, but wish better position. First class references showing good past record. Address No. 3816.

WANT position as superintendent of yarn or weave mill. Long experience in carding, spinning and weaving, and winding. Can get quantity and quality production at lowest cost. Age 39, good character and references. Address No. 3817.

WANT position as superintendent. Practical manufacturer of ability and experience. Good manager of help. Fine references. Address No. 3818.

WANT position as overseer weaving. First class weaver in every respect, sober, reliable and hard worker. Experienced on wide variety of goods. Good references. Address No. 3819.

WANT position as superintendent or manager of yarn or cloth mill in the Carolinas. Now general superintendent of large mill, have held job satisfactorily for three years but have good reasons for wanting to change. Good references. Address No. 3821.

WANT position as superintendent, overseer carding or assistant superintendent on yarn or plain cloth mill. High class, reliable man, good manager of help. A-1 references. Address No. 3822.

WANT position as overseer weaving. Strictly high class man of good character; long experience in weaving, best of references. Address No. 3823.

WANT position as superintendent, or carder or spinner. Now employed as spinner in mill on fine yarns and am giving entire satisfaction, but want larger place. Good references. Address No. 3824.

WANT position as superintendent, carder or spinner. Practical man of long experience in good mills. Fine references. Address No. 3825.

WANT position as master mechanic. Now employed, but want larger job. Many years experience as mechanic, steam and electric drive. Excellent references. Address No. 3826.

WANT position as superintendent or traveling salesman. Experienced mill man and can give excellent references. Address No. 3827.

WANT position as superintendent. Have held position as such in some of the best mills in South and give satisfactory references to any mill needing first class man. Address No. 3827.

WANT position as master mechanic. Long experience in mill machine shop, fully competent to handle large job. Fine references. Address No. 3829.

WANT position as overseer carding or spinning, or superintendent. Practical man who has had many years experience as superintendent and overseer and can get satisfactory results. Best of references. Address No. 3821.

WANT position as superintendent of yarn mill or carder or spinner. Thoroughly familiar with these departments and am well qualified to handle either a room or a mill. Good references as to character and ability. Address No. 3832.

WANT position as superintendent of mill in North Carolina making yarns or print cloths. Now employed as superintendent of 27,000 spindle mill making 30s hosiery yarn and 64x60s print cloth. Am giving satisfaction but have good reason for making change. Best of references. Address No. 3833.

WANT position as superintendent or overseer carding. Long experience as both and can get good production at low cost. Would like to correspond with mill needing high class man. Address No. 3834.

WANT position as overseer of carding. Good worker of long experience in number of good mills. First class references to show past record. Address No. 3835.

WANT position as superintendent or overseer carding and spinning. Now employed, but wish larger place. Competent, reliable man who can give satisfaction in every way. Good references. Address No. 3836.

WANT position as superintendent or manager. Have had long experience as superintendent and am high class man in every respect. Can handle mill on any class of goods made in South. Want to correspond with mill needing high class executive. Excellent references from reliable mill men. Address No. 3837.

WANT position as overseer weaving. Practical weaver who can get big production at the right cost. Fine references. Address No. 3838.

WANT position as overseer weaving. Can handle any fabric made in South. Have had over 27 years experience from loom fixer to overseer weaving and was promoted steadily by one of largest mills in the South. Married, have family, religious worker, good manager of help. Can give excellent list of references. Address No. 3839.

WANT position as superintendent, prefer South Carolina or Georgia. Now employed as assistant superintendent and weaver and am giving entire satisfaction. Have good reasons for wishing to change. Excellent references. Address No. 3840.

WANT position as overseer weaving, prefer job of fancies. Have been weaver for past 10 years with one of the finest mills in the South. Excellent references to show a fine record. Address No. 3841.

WANT position as superintendent, yarn mill preferred. High class man who is well trained and has had long experience. Best of references. Address No. 3842.

WANT position as superintendent. Now employed as such, but want better job. Good references as well as superintendent.

and get operate weave mill on very satisfactory basis. Address No. 3843.

WANT position as superintendent, carder or spinner. Now employed as superintendent. Long experience as both overseer and superintendent and can get satisfactory results. Address No. 3844.

WANT position as overseer carding. Have had long experience and can furnish best of references from past and present employers. Address No. 3852.

WANT position as overseer weaving. Experienced in wide variety of fabrics and can give satisfaction. Now employed. Best of references. Address No. 3853.

WANT position as dyer, 12 years experience on long and short chain work, raw stock, beam and Franklin machines. Can handle any size jobs on cotton. Good references and can come on short notice. Address No. 3854.

WANT position as overseer carding. Experienced an drelable man who can handle your room on efficient and satisfactory basis. Good references. Address No. 3855.

WANT position as superintendent of medium sized mill or weaver in large mill, white or colored goods; 20 years as overseer weaving, slashing and beaming in number of South's best mills. Have held present place for nine years and am giving entire satisfaction. Address No. 3856.

WANT position as superintendent of plain or fancy goods mill, would consider offer of medium size mill at reasonable salary. Thoroughly conversant with all departments. Address No. 3857.

WANT position as superintendent of yarn or cloth mill, gingham preferred; age 40, have family; 22 years experience, 8 years as carder and spinner and assistant superintendent; have held last position as superintendent for 7 1-2 years. N. mill preferred. Good references. Address No. 3858.

WANT position as overseer weaving or superintendent. Long experience in good mills and can get good results. Best of references. Address No. 3859.

WANT position as overseer carding; age 33, married, 14 years in carding; 5 years as overseer. Now employed but have good reasons for wishing to change. Address No. 3860.

WANT position as superintendent of weaving mill, or would take overseer weaving in large mill on plain or fancy goods. Now employed in good plant and can give good references. Fine record in good mills. Address No. 3861.

WANT position as overseer spinning, 17 years in spinning room, now employed as second hand in 35,000 spindle room; age 28, married, sober, reliable and church member. Good references. Address No. 3862.

WANT position as overseer spinning, snooling or twisting. Age 29, married, 10 years on spinning. Can furnish good reference. Address No. 3863.

WANT position as carder or spinner, or both. Age 35, married, practical carder and spinner and can furnish fine references as to character and ability. Address No. 3864.

WANT position as overseer spinning, or carding and spinning, can give good references as to character and ability, strictly sober, now employed but have good reasons for wishing to change. Address No. 3865.

WANT position as overseer cloth room, experienced on drills and sheetings; also colored goods. Can give A1 references. Address No. 3867.

WANT position as carder or spinner, or both. Experienced and reliable man, who can produce good results. Good references. Address No. 3868.

WANT position as superintendent, now employed as such, but wish to change; 4 years in present place, 8 years as carder and spinner or both warp and hosiery yarns, 5 years as spinner, been in mill over 25 years, thoroughly understand all processes from picker room to winding and twisting. Good knowledge of steam and electricity. Address No. 3869.

WANT position as overseer spinner, at \$30 weekly or more, now employed in good mill, practical and experienced man. Best of references. Address No. 3870.

WANT position as superintendent or weaver; long practical experience, and can produce quality and quantity production. Address No. 3871.

WANT position as overseer weaving; 12 years on heavy duck, 14 years as overseer on sheetings, drill, osbaugs, grain bag, tubing and rope machines; am 48. Can change on short notice. Good references. Address No. 3872.

WANT position as overseer weaving, experienced on large variety of goods and can handle room on efficient basis. Address No. 3873.

WANT position as superintendent of small mill, or weaver in large plant; now employed as overseer slashing, warping and drawing-in on 360 Draper looms. Good references. Address No. 3874.

WANT position as superintendent, yarn or weave mill. Now employed, but wish larger place. Excellent past record. Good references. Address No. 3875.

WANT position as agent superintendent or manager of Southern mill on white work. Would be interested in buying stock. Can furnish best of references and can show results. Address No. 3876.

WANT position as overseer weaving, now running 800 looms and giving satisfaction; familiar with colored checks, chambrays, many other lines; age 39, married, good references. Address No. 3877.

WANT position as overseer weaving; age 29, married, I. C. A. graduate, experienced on plain and fine work including all kinds of cotton towels and specialties. Good references. Address No. 3879.

WANT position as superintendent; 28 years experience in mill, have held present place as superintendent for 8 years, have good reasons for wanting to change. Best of references. Address No. 3880.

WANT position as supt. of yarn mill, or carder and spinner. Now employed as carder. Can furnish good references to show my record. Address No. 3881.

WANT position as carder in large mill, or supt. of small yarn mill; 20 years as carder and spinner; mostly in carding and assistant supt. Now employed as carder and assistant supt. Good references. Address No. 3882.

WANT position as carder or spinner, or both. Practical man of long experience; have excellent references. Address No. 3882.

WANT position as supt. or weaver, long experience in good mills, excellent references to show character and ability. Address No. 3883.

WANT position as supt. of spinning mill, practical experienced man of good ability and can get results. Address No. 3884.

WANT position as supt. and manager of small or medium mill, or overseer of large, good paying weave room. Excellent references. Address No. 3885.

WANT position as master mechanic; 20 years experience, now employed, good references to show excellent past record. Address No. 3886.

WANT position as carder and spinner or both, or supt.; 25 years in mill, 18 as supt.; married, have family. Address No. 3887.

WANT position as spinner, white work preferred; experienced and reliable man. Can come on short notice. Best of references. Address No. 3888.

WANT position as overseer of spinning, now employed as such and giving satisfaction, but wish larger place. Married, good habits, reliable and competent. Good references. Address No. 3889.

WANT position as overseer spinning. Experienced spinner, practical and capable, good character and habits, best of references. Address No. 3890.

WANT position as supt. or would take carding or spinning. Good references to show an excellent past record and can produce good results. Address No. 3891.

WANT position as carder or spinner in large mill, or supt. of small or medium size mill. Long experience in good mills; good manager of help. First class references. Address No. 3892.

WANT position as supt. of small mill, with opportunity of investing in mill and advance. Long experience as overseer, good character, inventor and owner of patent that will be of great value to mill equipped to use waste sock. Patent would give mill big advantage in manufacture of twine rope and similar products. Would take stock for entire amount of pattern and invest small amount in addition, or would consider new mill. Address No. 3893.

WANT position as master mechanic. Long experience on both steam and electric work, 14 years in mill shops, good references. Address No. 3895.

WANT position as supt., assistant supt., carder or spinner, mule or ring frames, good man of long experience, best of references. Address No. 3894.

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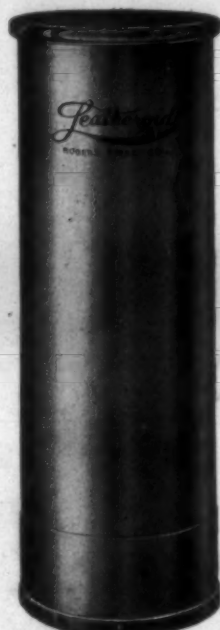
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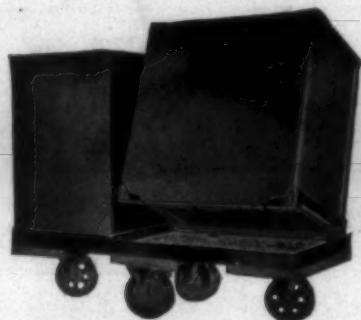
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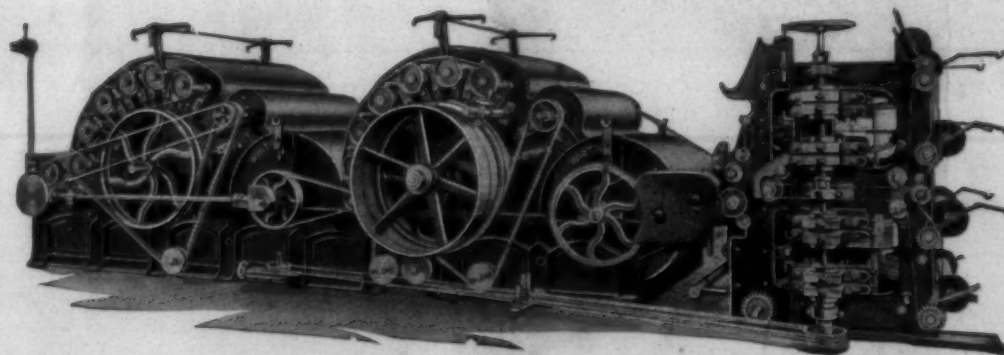
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